



Strategic Sourcing & Contract Management

CHALLENGING THE STATUS QUO

UNPARALLELED TRACK RECORD: LEVERAGE BUYING POWER. FULLY OPTIMIZE SUPPLIER RELATIONSHIPS. We transform tactical procurement activities into strategic sourcing strategies to fully realize the negotiated benefits of the sourcing, leverage your company's purchasing influence and lower costs.

WE DON'T STOP THERE. Troubled contracts, accounts or programs affecting your company's reputation, P&L and liability? Over-delivering, under-delivering or not obtaining the value you bargained for from your contracts? RZ Strategies solves complex problems, crafts win-win solutions and successfully leads large teams worldwide saving clients literally millions of dollars. We bring organizations successfully through the negotiation phase based on our full understanding of business operations, financial analysis and client/supplier relationship dynamics. *Bottom line? People, Process and Technology - optimized by challenging the status quo.*

SOURCING - A PROVEN STRATEGY. Sourcing deals are for a large part based on the most pressing needs, existing personal relationships or the best available deal for a standalone requirement. RZ Strategies approaches sourcing quite differently. Our holistic approach considers your organizational environment, we analyze current supplier relationships and spend history, articulate internal demands and define goals and objectives, resulting in true transformation. Sourcing done right - during negotiations - saves millions by clearly delineating responsibility and cost structure by foreseeing and resolving issues before they arise.

STRATEGY IN PLACE. From RFP development, to negotiations, handover and post-contract management, to initiatives to market, we advise on the appropriate sourcing mix and integration of people and technology, using our market knowledge, expertise and insight into your needs. Our approach stops the madness of: reoccurring surprises, continual revisions to forecasts, budgets or estimates and non-collaborative, ineffective corporate reviews. **Yes, we are that good.**

Recognized globally as the major deal closer, “fixer” and turnaround specialist, should issues arise, RZ Strategies is your go-to solution.

ONGOING CONTRACT MANAGEMENT - VALUE DELIVERY.

RZ Strategies is at the forefront of ensuring you get the results you expect from implementation. We continually monitor spending patterns, track obligations and deliverables, assess and work with internal stakeholders to extract the negotiated benefits and implement changes.

RZ STRATEGIES CHALLENGES THE TRADITIONAL RFP “STATUS QUO” WITH:

- ✦ Expert clarity
- ✦ Unsurpassed negotiation skills critical to vendor selection
- ✦ Adherence to the business case - holding the vendor accountable for every detail
- ✦ Obtaining ALL of the value negotiated in the contract
- ✦ Meaningful Governance model - critical to success

IMMEDIATE NEED TO DIFFUSE A CURRENT CONTRACT ISSUE?

Facing a seemingly insurmountable contract issue, a contract impasse or complex contract involving multiple parties, technologies? Didn't plan for the risks you are facing? Vendor performance is lacking, you want to terminate the relationship but it's cost prohibitive also from operations perspective?

Recognized globally as the major deal closer, “fixer” and turnaround specialist, Richard Sandler and his team have saved organizations hundreds of millions and led change programs in the tens of millions. Should issues arise, RZ Strategies is your go-to solution.

Whether Strategic Sourcing, Negotiation and Governance or enabling maximum value from existing relationships, RZ Strategies will insure the best outcome possible.



RZ STRATEGIES GROUP

CONTRACT AND COMMERCIAL MANAGEMENT CONSULTING SERVICES