



STRATEGIC SOURCING

An Innovative and Pragmatic Approach

Strategic sourcing is a strategic lever in an increasingly complex business environment

The dynamics of strategic sourcing are changing fast. Enterprises are operating in competitive markets with increasing pressure on cost and efficiency, pushing organizations to search deeper into their supply chains to find value.

Companies are being asked to create new innovative products and services at a faster pace than ever. A critical component to stay ahead is a robust supply chain that helps firms create the products and services of the future, while improving back-office efficiencies.

A strong sourcing program that identifies the highest quality, forward thinking suppliers who excel at fulfillment at fair market, will help companies derive value from the supply chain to stay competitive.

Metasys Technologies is equipped to provide you with sophisticated strategic sourcing capabilities

With the right sourcing strategy, organizations can reduce category spend, optimize their supplier base and develop a sustainable pathway to continued procurement innovation.

MTI pairs deep expertise with flexible and customized solutions to develop a sourcing strategy best fit for your organization's needs. Specifically, we provide a systematic approach to:

1. Generate Material Cost Savings (~5-10% of spend base)

- We have sourced across 10+ categories (e.g. Indirect spend, MRO, IT, Marketing) and 10+ industries (e.g. Airlines, Financial Services, Education)
- We deploy a rigorous and proprietary sourcing methodology to lower total cost of ownership (including negotiation to drive unit cost reductions and active day to day management of purchasing)

2. Manage a Best-in-Class Supplier Base

We have a database of over 10000+ suppliers and provide best-in-class pricing and introductions to strategic relationships where relevant

3. Develop and Implement Sustainable Sourcing Practices

- We design and implement processes to manage company catalogs and introduce automation where relevant
- We create a playbook of industry grade sourcing agreements

4. Drive Innovation with Suppliers

Introduce new suppliers who are at the forefront of innovation and strengthen your supply chain.

MTI has identified over \$15M of savings potential (>15%) for a major US airline

In a productive strategic partnership with a major US airline looking to reinvent its inflight sourcing experience, MTI was able to realize tremendous and measurable value. We identified over 30 actionable sourcing projects over a 3-year time frame which represented a cumulative spend of \$100M and savings potential of over \$15M (>15%) for the airline

We are committed to help you succeed

Your success is our success. We guarantee a team of sourcing experts that will work with you hand in hand to generate maximum impact. Several global organizations have generated material costs savings in a scalable and efficient manner in working with us.

OUR CUSTOMER IMPACT

"MTI has not only helped us gain visibility into our spend. They have managed our supplier base and provided our department with strategic direction. Their leadership has allowed us to manage our business more effectively."

- Senior Vice President, Supplier Relationship Management at a Fortune 500 Financial Services Firm

"The professionalism they brought to the table, along with their project management skills, were essential to making this project a success. This is an opportunity that can be enjoyed by any other organization in partnership with MTI. I also have to say, the multi-million dollars in savings was a great hit for everyone. It was a win-win all the way around."

- Manager, Strategic Sourcing and Supplier Diversity at a Fortune 100 Food and Beverage Company

