

3
steps

TO ANALYTICS MASTERY

Procurement's Path from Backroom to Boardroom



VISUALIZE

- Collect from all data sources
- Identify compliance gaps
- Determine immediate tactical issues and opportunities



ANALYZE

- Quantify business opportunity
- Create and prioritize an action plan
- Execute and measure impact



STRATEGIZE

- Forecast and drive long-term planning
- Proactively anticipate market changes and risks
- Improve ROI via contract visibility and analytics

BACKROOM

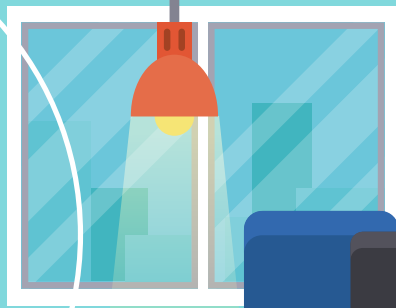
Step 1: Figure out what is in your contracts

- Determine number and types of contracts
- Compare actual spend to what is specified in the contracts
- Identify rogue spend and risk



SECURE SAVINGS,
MITIGATE RISKS

start here



MID-JOURNEY (INTERIM)

Step 2: Use new contract insights to create a prioritized action plan

- Identify clauses and categories to prioritize
- Examine compliance with organizational policy (e.g., anti-bribery)
- Create plans to remediate risk and optimize spend

CALCULATE OPPORTUNITIES,
DELIVER RESULTS



BOARDROOM

Step 3: See and plan for the future

- Deliver actionable insights with measurable performance
- Drive long-range category planning and ROI
- Forecast business opportunities and model potential risks



STRATEGIC CONSULTING,
ADDING VALUE



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