

Full Outsourcing Case Study

10:1 AARETE ROI

AT A GLANCE

- 3 Year Partnership
- Indirection & Direct Categories
- Cost Savings: \$15 million/year | \$45 million total

AARETE VALUE PROP

- Specialized Procurement & Sourcing Expertise
- Extensive Cross Industry Experience
- Skilled in Long Term Realized Savings Program

EXAMPLE

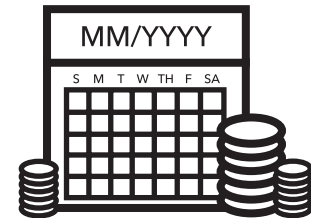
A \$4B North America-wide transportation organization entered into a long term arrangement with AArete to drive sustainable cost savings and introduce best practices for the enablement of procurement transformation. AArete implemented their managed procurement solution which created a robust strategic procurement function that would drive cost savings, standardized policies, procedures and category management efforts.

RESULTS AND BENEFITS

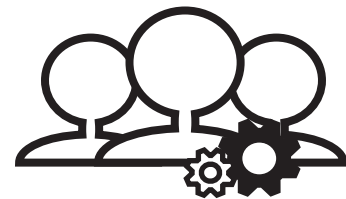
AArete responsible for leading all purchasing efforts exceeding \$10K. Through the application of AArete Market Intelligence, standardized procurement methodologies and proven negotiation strategies, AArete achieved over \$45M in total savings across \$360M in spend over a three year period. AArete also partnered cross functionally with the CEO, CFO, CIO, Business Strategy and Legal teams to develop and implement a comprehensive global and centralized procurement process. AArete formed key partnerships with a myriad of business unit leaders to help champion the adoption and implementation of the new state.



\$360 million
In-scope Program Spend



\$15 million +
Annual Recurring Savings



50%
Labor Reduction

