

TRANSACT
TRANSFORM
RUN
RECYCLE

A hand in a dark suit jacket holds a glowing blue globe. The globe features a white Bell logo and the text 'Bell Procurement Management'. The globe is surrounded by bright blue light rays and a faint world map.

Bell
Procurement
Management

Bell Integration
Procurement Management Services

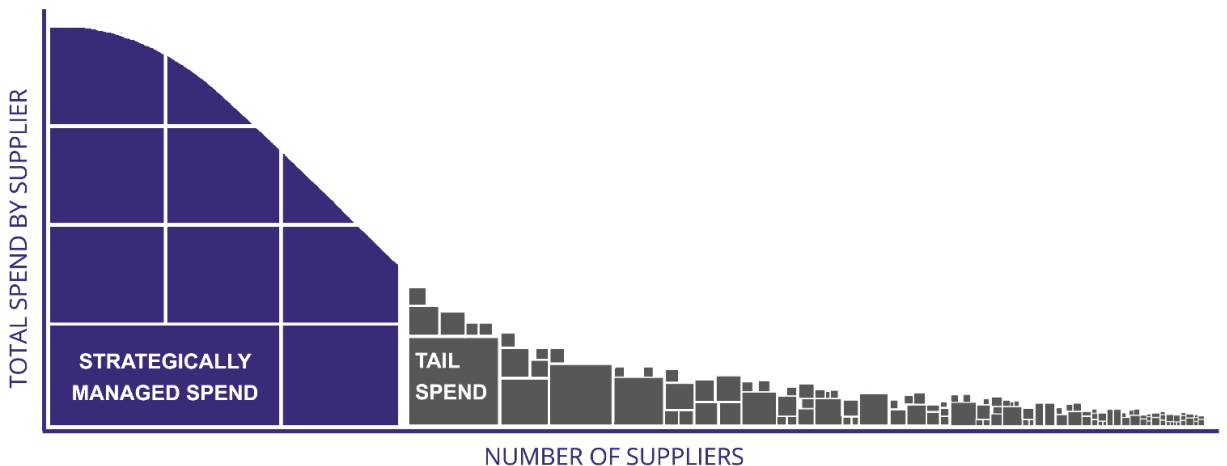
Reduce your supplier base from many to one to unlock savings and get a grip on tail spend

We help leading enterprises transform their tail spend into operational advantage. Alongside generating significant savings, we provide the insights and know-how that's needed to reduce procurement costs, minimise supply chain risk, and deliver an improved purchasing experience for end users.

Taming the Tail

Managing tail spend is a tall order for many procurement teams. Accounting for 80% of transactions but only 20% of total spend volume, tail spend typically involves thousands of one-off or infrequent purchases from a vast number of suppliers and product categories.

Tail spend management



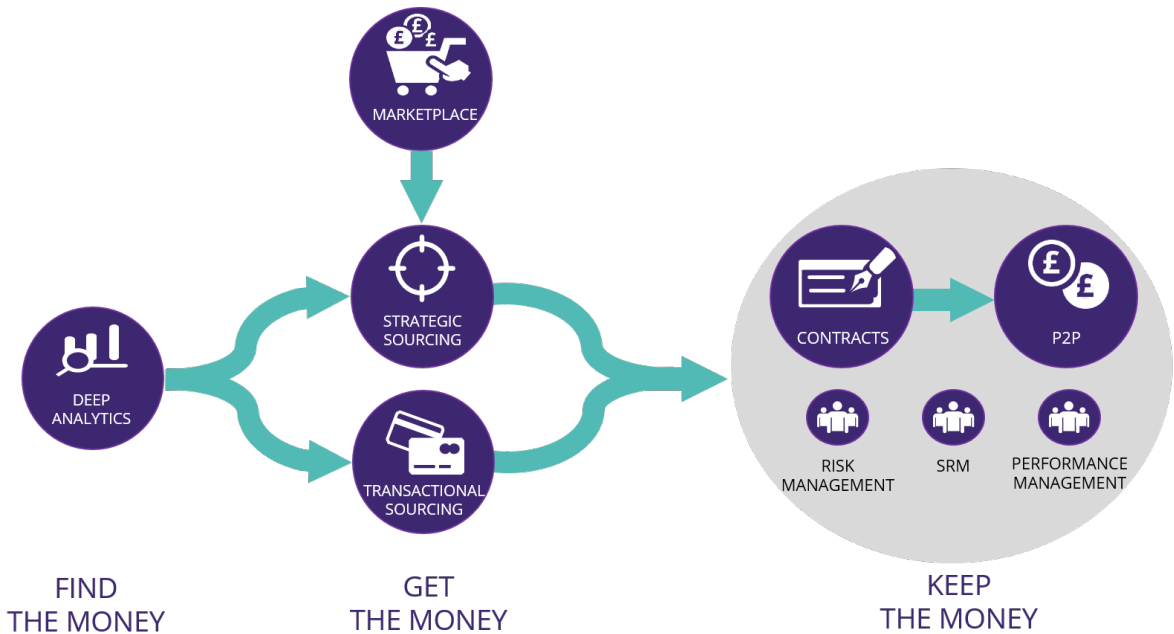
Complex to understand and oversee, most procurement functions simply do not have the time or resources needed to manage such a vast number of transactions across such an extensive, and largely anonymous, supplier base. Yet, for CFOs that want to cut enterprise costs, this miscellaneous spend represents one of the biggest potential sources of incremental savings that can be immediately tapped. That's especially true for global companies where total expenditure is typically in the billions.

Our end-to-end managed service enables organisations to consolidate their supplier base, identify and realise savings opportunities, automate operational processes, and eliminate some tail expenditures entirely. On average, the enterprises we work with achieve a:

- 30% saving on procurement costs
- 10-25% reduction in managed third-party spend
- 40-80% reduction in invoices
- Operational savings in the region of £5K per year, per supplier

Building supply chain resilience and mitigating risk

In addition to bringing tail spend under direct management and initiating strategic sourcing initiatives that generate cost savings, we'll also take steps to curb maverick and off-contract spend across the enterprise.



Designed to boost the compliance posture of the enterprise, we'll evaluate suppliers and enforce governance through the initiation of automated e-catalogues and portals that streamline the purchasing and approval experience for end users. Ensuring that demand is captured for improved spend forecasting – and that purchases are directed to approved vendors only.

Delivering deep insights into supplier networks, we'll utilise reporting and real-time analytics to highlight where potential risk sits in the supply chain and take action to reduce this risk exposure. Whether that's deploying local, multi-sourcing and other best practices to reengineer supply chains to deliver enhanced resilience and agility or ensuring that every vendor is compliant with relevant standards and the organisation's tolerance for risk.

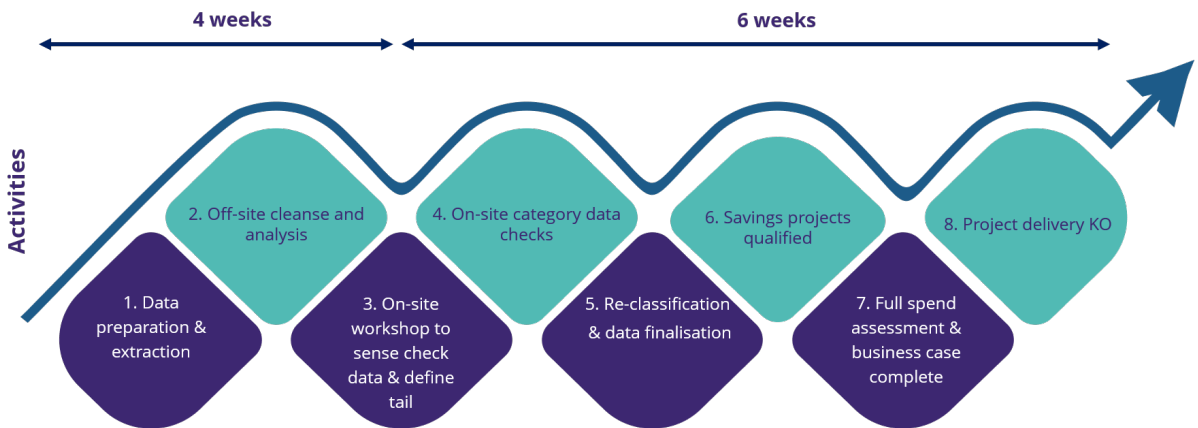
Why Bell Integration

Our end-to-end procurement management services offers organisations a single supplier model that delivers increased process efficiencies, improved SLA and compliance, and a significant reduction in off-contract spend. Plus, because Bell acts as an intermediary between the enterprise and its third-party suppliers, we take on all the risk and liability on your behalf.

Offering a single dedicated point of contact, Bell eliminates the hassle of managing multiple suppliers, across multiple territories, under a single SLA.

Our service incorporates:

Discovery and insight



We undertake a deep-dive analysis of tail spend to classify the spend and identify appropriate strategies to tackle spend reduction at a supplier and category level. Leveraging this data-driven foundation for tackling the tail, we'll proactively target where savings can immediately be made, and identify opportunities for sustainable year-on-year cost reductions.

Supplier and spend consolidation

Less invoices, less processing and less queries all adds up to significant savings where purchasing operations are concerned. Plus, by consolidating spend to preferred suppliers only, we'll leverage this increased buying power to negotiate more preferential terms so organisations can access savings immediately.

Purchase-to-pay optimisation

To make the requisitioning process as easy and straight forward for end users as possible, we'll implement integrated systems and catalogues that ensure transactions are optimally managed. Our streamlined and automated purchase-to-pay processes boost compliance, simplify purchasing, eliminate manual errors, and improve efficiency. Handling everything from reconciliation to exception management, we enable organisations to contain transaction costs and efficiently execute operational procurement activities.



Illustrative examples of levers typically not applied to tactical and tail spend

Enhanced risk management and supply chain agility

We'll re-engineer supply chains for enhanced durability, putting safeguards in place designed to boost compliance and mitigate against risk. Alongside assuring improved vendor compliance in cross-board supply chains, we'll strategically manage the supply chain - initiating control processes and controls to constantly monitor suppliers, reduce business risk, and eliminate the risk of fraud across the supply chain.

To find out more please contact us on marketing@bell-integration.com

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See how Bell integration can help your business succeed.
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