



Moai RapidSource

Performed by Moai's SWAT team, RapidSource is a short-term, intense diagnostic of your purchasing/sourcing processes that focuses on a pre-selected universe of commodities.

Program benefits:

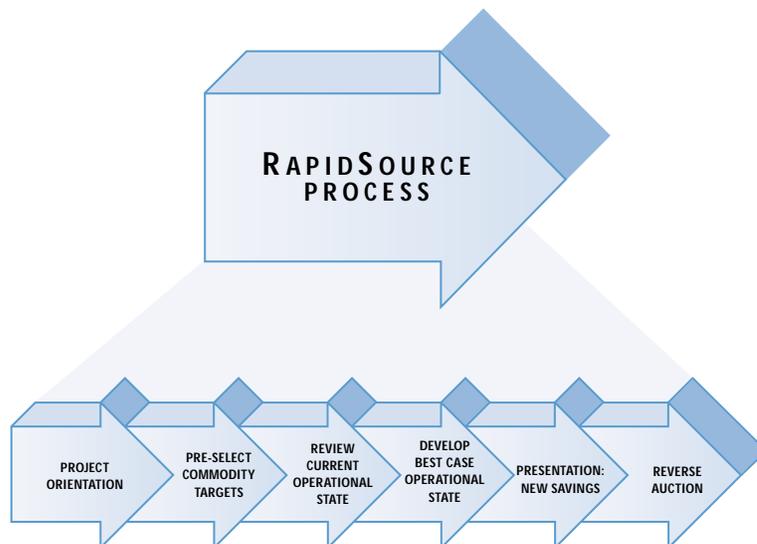
- ▲ Guaranteed minimum 100% return on investment
- ▲ Low-risk, high-return path to e-Sourcing
- ▲ Ability to leverage Moai's extensive procurement knowledge base
- ▲ No training or software required
- ▲ Minimal cost and time investment for corporation
- ▲ Complimentary reverse auction

Moai's experience:

- ▲ Sourced more than \$10 billion in goods and services
- ▲ Serve Fortune 2000 companies
- ▲ Worked with more than 8,000 suppliers
- ▲ Enable clients to save up to 53% of spend

Overview

The ability to continuously improve purchasing and strategic sourcing processes is essential for companies that want to reach and sustain their short- and long-term cost reduction goals. Moai's RapidSource program has been designed to provide high-velocity strategic sourcing analysis in an accelerated time frame, concentrating on specific commodities.



Tap Into the Experience of Knowledgeable Commodity Specialists

Moai's highly experienced category consultants perform the RapidSource assessment, focusing on specific commodities such as commercial printing, forms, transportation, packaging, chemicals, and other direct and indirect spend segments. Our talented consultants possess the significant domain and subject matter expertise, accelerated methodologies, sourcing and e-Sourcing tools, and fully transferable knowledge base needed to quickly and accurately recognize and demonstrate new savings potentials to your satisfaction.

Discover Immediate Savings Opportunities

Using pre-packaged commodity strategies, Moai's RapidSource consultants will identify new cost reduction opportunities in your purchasing processes, discover untapped areas of immediate profit contribution and cash conservation, and reveal longer-term savings opportunities. With this information, they will develop integrated change management strategies that will enable you to positively impact your organization's bottom line by adding value to your budgeting process. Regardless of your current or prior cost reduction programs, the RapidSource SWAT team will identify immediate savings potentials of 15–20 percent—guaranteed!

Program components:

- ▲ Current/Best state mapping
- ▲ Spend review
- ▲ Current team review
- ▲ Strategy and planning review
- ▲ Limited activity-based costing
- ▲ TCO vs. price analysis, if needed
- ▲ Risk and success matrix
- ▲ Supplier universe review
- ▲ Should-cost analysis
- ▲ Marketplace analysis
- ▲ Contract/Price agreement review
- ▲ Spot buy review
- ▲ Midpoint update
- ▲ Final presentation
- ▲ Detailed workplan
- ▲ No-charge reverse auction

Build Your Sourcing Business Case

At the end of the two- to three-week assessment, RapidSource consultants will assist you in administering one or two auction events in a Moai-hosted environment. This will enable you to test e-Sourcing as a solution for reducing costs and transaction cycles. The auction results, along with the evaluation of your sourcing process, will be summarized for you in a final business case model that provides a road map for achieving substantial cost reductions within your company in 30 days or less. The report and business case will address new short-term cost reduction opportunities, general and specific findings, longer-term savings objectives, risk mitigation, and detailed steps for implementing a sourcing initiative.

Achieve Greater Value With Moai

Moai's strategic sourcing programs differentiate themselves through:

- ▲ **Pre-Selected Targets.** RapidSource targets specific spend categories immediately and applies category experts with many years of experience. Our time with you is highly focused and productive.
- ▲ **Leveraged Buys.** Moai does not seek to immediately engage you in high-risk or problematic leveraged-buy or consortia scenarios that promise immediate savings without adequate process and operational due diligence.
- ▲ **ROAs.** Unlike conventional "Rapid Opportunity Assessments," this program does not simply "look around for savings." Moai microscopically focuses on specific, pre-selected spends where its consultants have vast marketplace and procurement success.
- ▲ **e-Sourcing Tools.** Moai only applies e-Sourcing tools if they are needed – not because they are the latest "buzz." And, Moai does not recommend a suite of tools when only one – or none at all – is needed.
- ▲ **Risk Management and Conditions for Success.** Moai believes that adopting a conservative, proactive approach is the "best case" in today's economic environment. One success pays for the next.
- ▲ **Strategy.** Sourcing strategy is key to cost savings. In fact, Moai is a pioneer and excels in reverse auction strategies – one of the polestars of cost savings. Our industrial strength auction tool is being used several hundred times a week by one of our G100 clients. RapidSource reverse auction strategists are experts at optimizing and packaging this most important savings step.
- ▲ **Sourcing Performance Tuning & Optimization.** Unlike other programs that end with contract management, compliance audits/reviews, or various degrees of systems integration, Moai knows that Performance Tuning & Optimization is important to ensure the highest cost-reduction yield available to you. This often includes post-strategic sourcing discovery as well.
- ▲ **Self-Service and Self-Sufficient.** Other programs provide the tools to make your sourcing process self-service, but not completely self-sufficient. Moai will ensure that you possess every necessary tool, as well as the knowledge and methodologies needed, to continue independently.
- ▲ **e-Sourcing on Demand.** Moai can implement browser-based reverse auctions and eRFx on demand – use what you need, and pay for what you use. Moai supplies all needed training at reasonable costs, with full-service spend category support and 24/7 technical support.



SOURCING MADE TO ORDER™

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