Access on Demand
Finding the right data is not as easy as it looks. Did you know...

- The average company now has 2.5 times more data than it did just three years ago. (Source: Aberdeen Group)
- 80% of a company’s data is unstructured, and unstructured data continues to be the fastest growing data type generated today.
- Enterprise customers now pull data from an average of 27 unique sources, including data warehouses, spreadsheets, enterprise applications and social media – up 20% since 2009. (Source: Aberdeen Group)
- Organizations that fail to properly manage unstructured data pay an average of $2.1 million each year in compliance-related costs. (Source: Ponemon)

Business Intelligence for Procurement Profitability

Turn critical data into actionable information.

With Business Intelligence services from Xerox, you can simply and cost efficiently accelerate procurement profitability. Building an efficient enterprise sourcing strategy, we’ll help harmonize your procurement processes and improve your spending transparency.

As companies continue to struggle with issues surrounding data extraction, spend analysis and supplier performance, we’ve forged a new path. – A path where data and information are interconnected and readily available. Our low-risk, high-reward customer engagement model makes procurement and supply chain savings quick, visible and sustainable.

Comprehensive, Pre-designed Business Intelligence-as-a-Service

Looking beyond transactional changes, we combined our innovation and sourcing expertise with top-notch Rosslyn Analytics ProfitSight technology to create a flexible, end-to-end source to pay solution. Our procurement-targeted Business Intelligence services enable real-time access to data and intelligence, helping global organizations implement and manage strategies to support revenue growth and activities that maintain or improve profit margins.

Powering these services is the ProfitSight dashboard, where users gain instant access to data from a single platform. Ready-to-use, web-based tools enable direct access to consumer-like interfaces for extracting and transforming unstructured enterprise data into business information for decision-makers and stakeholders. The system promotes collaboration by enabling users to share analysis as well as discuss, monitor and measure the performance of sourcing operations in real-time, without a burden on IT.

Cloud-based technologies behind ProfitSight extract, cleanse, classify, transform and enrich data, fostering smarter, faster and more cost-efficient decision-making. This also enables our professionals to provide fast and actionable insights to address the most common issues plaguing sourcing organizations, such as:

- Overburdened buyers and excessive costs of temporary labor
- Disparate supplier management strategies, processes and data
- Lack of information that could influence negotiations or contract terms
- Costs associated with inefficient and redundant processes
- Complex product specifications and frequent contract-input errors
- Absence of process performance measures and standardized processes

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How ProfitSight Transforms Information

- Spend data is extracted utilizing desktop extraction tools. Automation delivers enriched data accuracy and efficiencies. Data is then cleansed and categorized in granular detail.
- Business users interact with the data using configurable, pre-built visualization tools including dashboards.
- Data becomes “smart” when viewed and organized in a format that makes sense to your organization – and allows for collaborative reporting and sharing of insights.
- Once data is extracted, our global procurement team helps companies interpret and leverage insights – with strategies for “marrying” data capture with the process or supplier management changes needed to drive efficiency and operational excellence.
- Areas for cost savings are identified (often upwards of 20%) and action plans are developed to deliver the identified savings. This is a continuous process loop until all cost-saving action plans have been executed across the supply chain.
- ProfitSight can be applied to both direct and indirect goods and services, and distinguishes between strategic spend and tail-end spend, delivering cost savings in every area.

The Business Case is Clear

Recent research from The Hackett Group shows that the challenges of globalization, consolidation and volatility will continue to challenge sourcing organizations, forcing a “retooling” in both processes and supplier management strategies. With operating budgets continuing to see pressure, best-in-class sourcing organizations will likely adopt a higher-impact, diversified global service delivery model (SDM) as a lever to reduce costs and boost performance. *(Source: The CPOs Challenge; The Hackett Group 2012)*

Working with our Business Intelligence services fueled by ProfitSight technology is a great first step in the retooling process. We combine access to information needed for real-time analysis, reporting and benchmarking with sourcing and process management expertise, while delivering business value in these key areas:

- Clear, valid analysis on real-time insight into workflow processes, spending patterns, and payables.
- Immediate expansion of capability and value across your procurement organization.
- Implementation of quality controls that will boost business performance.
- A shared pricing structure to ensure you’re always getting results for your investment.
- Cash savings delivered in as little as eight weeks.

A Global Leader

We’re a world leader in outsourcing services with industry expertise that helps our clients reduce costs, achieve operational excellence and grow revenue. Our unique combination of experience, technology and delivery capabilities enables integration, transformation and continuous innovation.

We have over 1,800 professionals supporting source to pay and 600 procurement experts located around the globe. Our procurement professionals have deep knowledge and specialization that enables us to stay on top of industry trends and apply this knowledge to the work we do for our clients. We deliver excellence in every corner of the world – locally, nationally, and globally.

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A few tips from Rosslyn Analytics CEO, Charles “Charlie” Clark:

Helping organizations create a contextual view of spend intelligence to truly drive change and optimization is at the core of what we do.

Here are just a few ways you can begin process transformation within your sourcing organization:

- **Understand your “spend management” gap.** Where do you currently get the data you need to analyze current state procurement spend; how much time and resource does it take to get there?
- **Look beyond just transactional change.** Interpret the data to envision changes that will truly transform the quality and efficiency of your procurement processes.
- **Visualize innovations** that might be implemented to eliminate redundant functional activities or spend throughout the supply chain. Understand the data or information needed to support them.
- **Make the business case.** Demonstrate how an applied, structured strategic sourcing analysis, combined with a change management methodology can guarantee double-digit procurement savings within the year.