

EXPERT  
SOURCING  
PRACTITIONERS

## Can you afford to leave TailSpend unmanaged any longer?



**SpendLogic**  
GROUP

**TailSpend Management (TSM)**  
100% Outsourced Turnkey Solutions

For years Finance & Procurement executives have been unable to address 20-40% of third party costs within their companies known as Tailspend, resulting in millions of dollars in unrealized savings opportunity. Allocating existing Procurement headcount isn't cost effective and often takes focus away from big ticket needs. But not any more.

**Tailspend Management's day has come.**

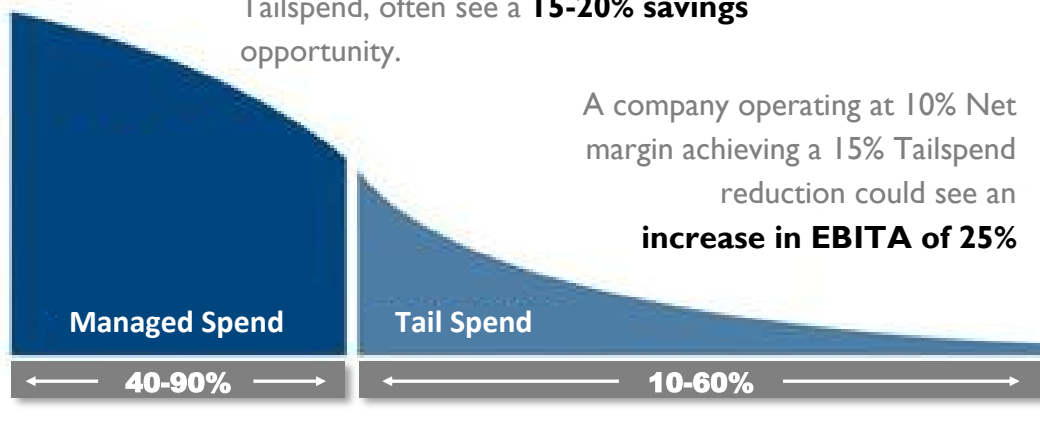
SpendLogic Group's innovative [TailSpend Management \(TSM\)](#) service enables your organization to finally gain control of this critical cost segment.

Our central buying desk seamlessly integrates into your existing purchasing processes and financial systems. We leverage our cloud based vendor bidding platform to finally take control of your companies unmanaged spend.

### Do you know how valuable your Tailspend is?

Organizations with 40% unmanaged Tailspend, often see a **15-20% savings** opportunity.

A company operating at 10% Net margin achieving a 15% Tailspend reduction could see an **increase in EBITA of 25%**



**Contact us today to get a FREE assessment on your current spend**



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## Staff availability is top reason for inability to address TailSpend



+\$50M INDIRECT SPEND MANAGEMENT



+300 SUPPLIERS (250 IN TAILSPEND)



2,500 POs PER YEAR



30% - 60% OF TIME NON-STRATEGIC WORK

10% Net Margin Company

— 15% TailSpend Reduction

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**25% EBITA IMPROVEMENT**

### Tailspond Management's day has come.

At SpendLogic, our fully outsourced TSM service compliments your existing sourcing operations. So you can achieve the financial results you need, and get your internal staff focused on high value priorities.

## Engagement Models

**Tailspond Management (TSM)**  
100% Outsourced Turnkey Solutions



### INHOUSE - DO IT YOURSELF

- CLIENT BASED INTERNAL BUYING TEAM
- CLIENT BRANDED, AUTOMATED BIDDING PLATFORM
- TIER PRICING MODEL BASED ON ANNUAL BID NEEDS
- CLIENT/VENDOR DIRECT PAYEMENT MODEL



### OUTSOURCED—AD/HOC BIDS

- SLG CENTRAL BUYING DESK CONDUCTED BIDDING
- PER BID FEE & VALUE SHARE MODEL BASED ON CLIENT SAVINGS
- CLIENT/VENDOR DIRECT PAYEMENT MODEL



### OUTSOURCED—100% TSM

- SLG CENTRAL BUYING DESK CONDUCTED BIDDING
- ANNUALIZED CONTRACT WITH TOTAL MANAGED SPEND BASED FEES
- SLG— PURCHASING AGENCY OF RECORD (AOR) MODEL

