



# TAIL SPEND MARKETPLACE

To Manage your Tail Spend

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 [www.collectivespend.com](http://www.collectivespend.com)

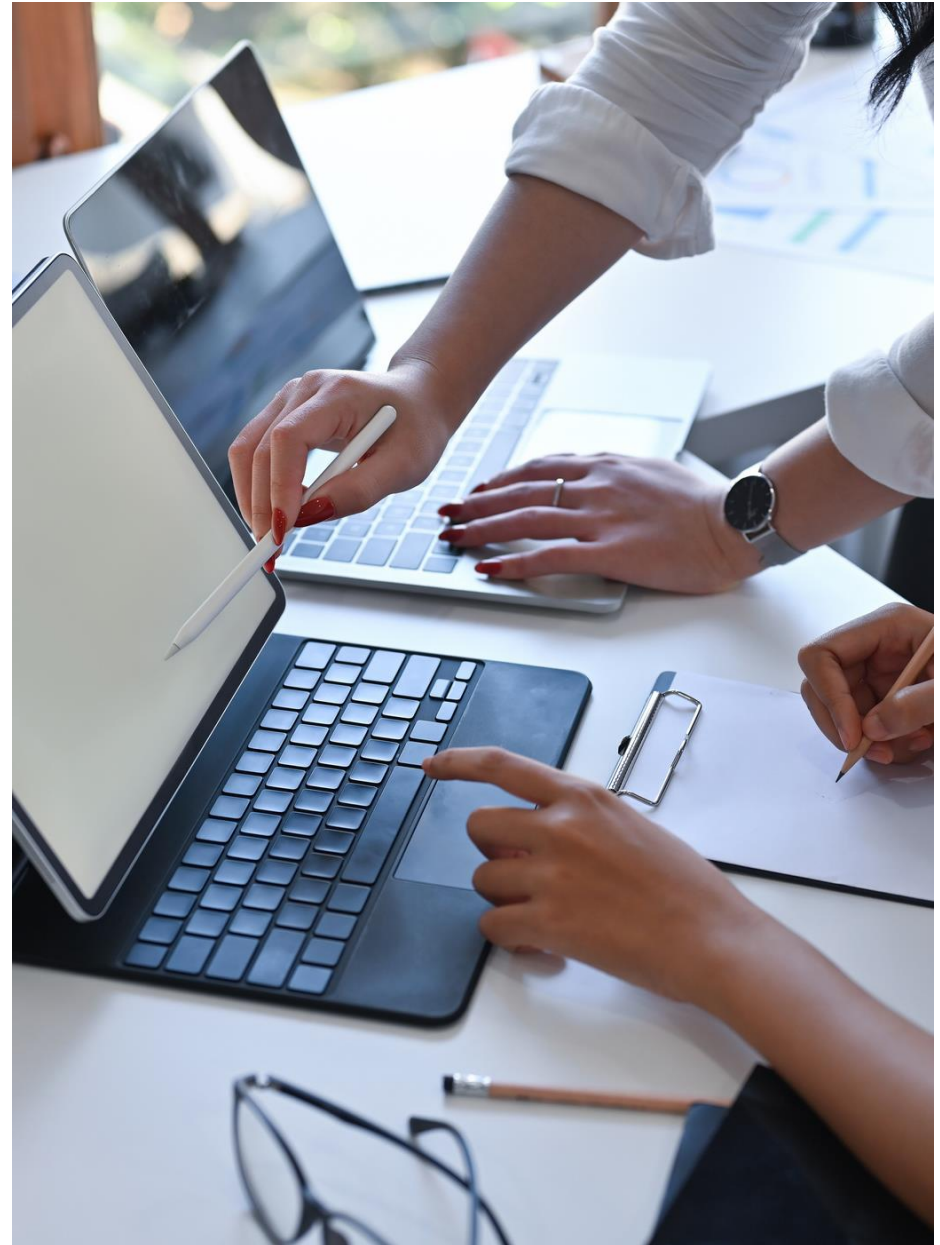
 **CollectiveSpend**



# WE DEVELOP & CREATE SUCCESSFUL STRATEGY.

We develop a private marketplace platform to automate tail spend with a self-service model that allows end users to purchase without procurement's involvement.

The platform is enhanced with a procurement service called "Buying Desk" which takes care of any non-catalog tail spend requirements within agreed thresholds.





### **TAIL SPEND MARKETPLACE**

Utilizing buying power translating to savings and efficiency across all categories.

### **BUYING DESK SERVICE**

This service allows clients to purchase any non-catalogue requirements.

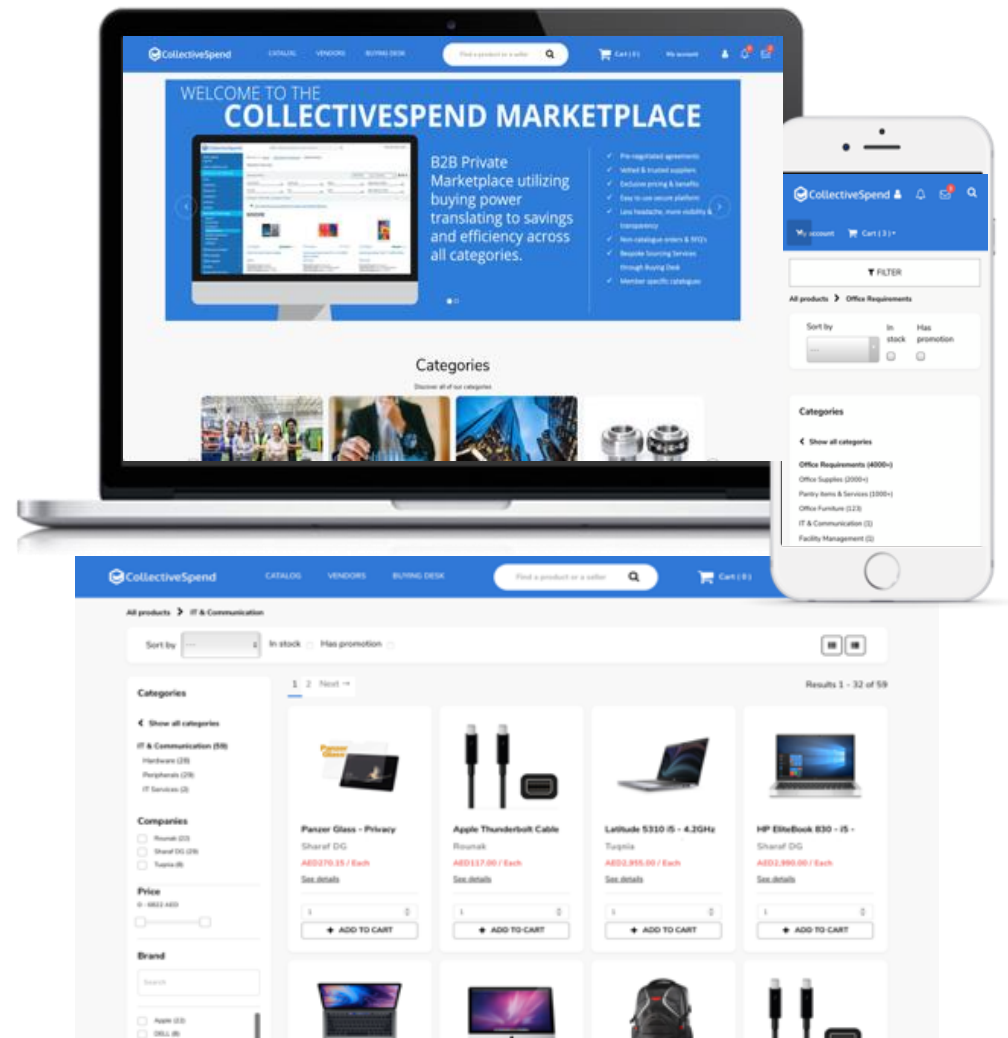




# TAIL SPEND MARKETPLACE

- Self-service, no need for procurement's involvement
- Basic catalogue ordering is Free.
- Buying desk service + invoicing and payment consolidation.
- Access to flexible pool of procurement professionals.
- Carefully selected, vetted and preferred suppliers.
- Integrated to your procurement or ERP solution

This will help in cutting your resources and time spend in tail spend apart from achieving better supplier relationship.





# WHAT ARE THE BENEFITS

## Cost Reduction



Cost reductions on headcount & mandatory benefits - No additional costs like end of service, equipment, holidays, etc.

## Annual Savings



Access to CollectiveSpend aggregation model for exclusive pricing and additional savings.

Current member client's incremental annual savings range between 8-40%.

## Focus



Less headache, more visibility & transparency on managing indirect spend requirements allowing current staff to focus on business-critical needs.

Get visibility on spend through consolidated reporting on the card.

## Flexible expertise



Highly experienced and flexible team fully focused on indirect spend.

Flexible resourcing – fees linked to production, pay for results.

## Consolidated invoicing



Reduction on AP costs through consolidated invoicing and one point of payments. No more hundreds or thousands supplier invoices.

## One-stop-shop



One stop shop procurement service. We cover all your indirect spend requirements across all categories.

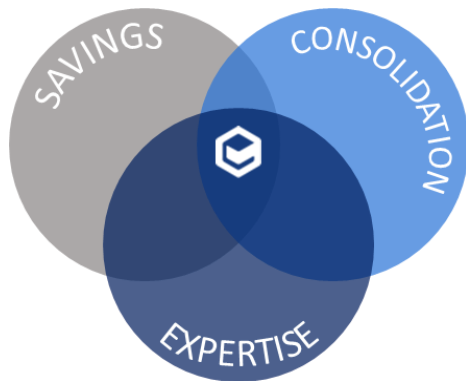
*Giving your internal procurement team focus on more strategic requirements automate and digitalize all low value requirements!*





# BUYING DESK SERVICE

Any non-catalog requirements will be handled by the CollectiveSpend Buying Desk team with target to drive majority of the requirements through the Marketplace to reduce costs and speed up cycle time.



## HOW IT WORKS?

- ✓ Covers tactical & strategic sourcing projects.
- ✓ Covers anything that is not available on the current marketplace catalogues.
- ✓ Existing supplier relationships and agreements or quick mini RFP or RFQ issued to market options provided to requestor for processing the to issuing the PO's.
- ✓ Service provided based on your policies i.e. 3 quotations per request minimum.



**Buying Desk  
Sourcing Service**

**REQUESTOR ISSUES A NON-CATALOGUE REQUEST**

The requestor submits the non-catalogue request to CollectiveSpend Buying Desk through Tail Spend Marketplace

**BUYING DESK PROCESSES THE REQUEST**

BD Team validates & logs the request and communicates with the requestor about the requirement gathering further details as required.

**BUYING DESK ISSUES RFQ's or RFP's**

BD creates the RFQ or RFP and issues it electronically to the market through the Tail Spend Marketplace.

**NEGOTIATIONS**

BD team manages the negotiations with suppliers

**APPROVALS & PO**

BD submits the quotes to requestor through Tail Spend Marketplace. The requestor selects and preferred option and once this is approved, order can be placed.

**INVOICING & PAYMENTS**

Invoicing and payments through the CollectiveSpend payment consolidation service or directly between client & supplier. Repeating requirements to be included into the catalog to speed up purchasing process.



# INTEGRATION AVAILABLE



## Secure cloud-based

Clear authorization and authentication for your peace of mind.



## Fast process

Integration typically takes 1-3 weeks with testing.



## For approvals

Cart details transferred to your system for approval process before a touchless issuing of PO to suppliers.

Punch-out integration to your existing ERP or Procurement system with ready-made connections.







"CollectiveSpend provides many options for us to reduce our overheads without compromising the quality. Joonas' and the team's reliable experience in procurement allow us to focus on our core activities."



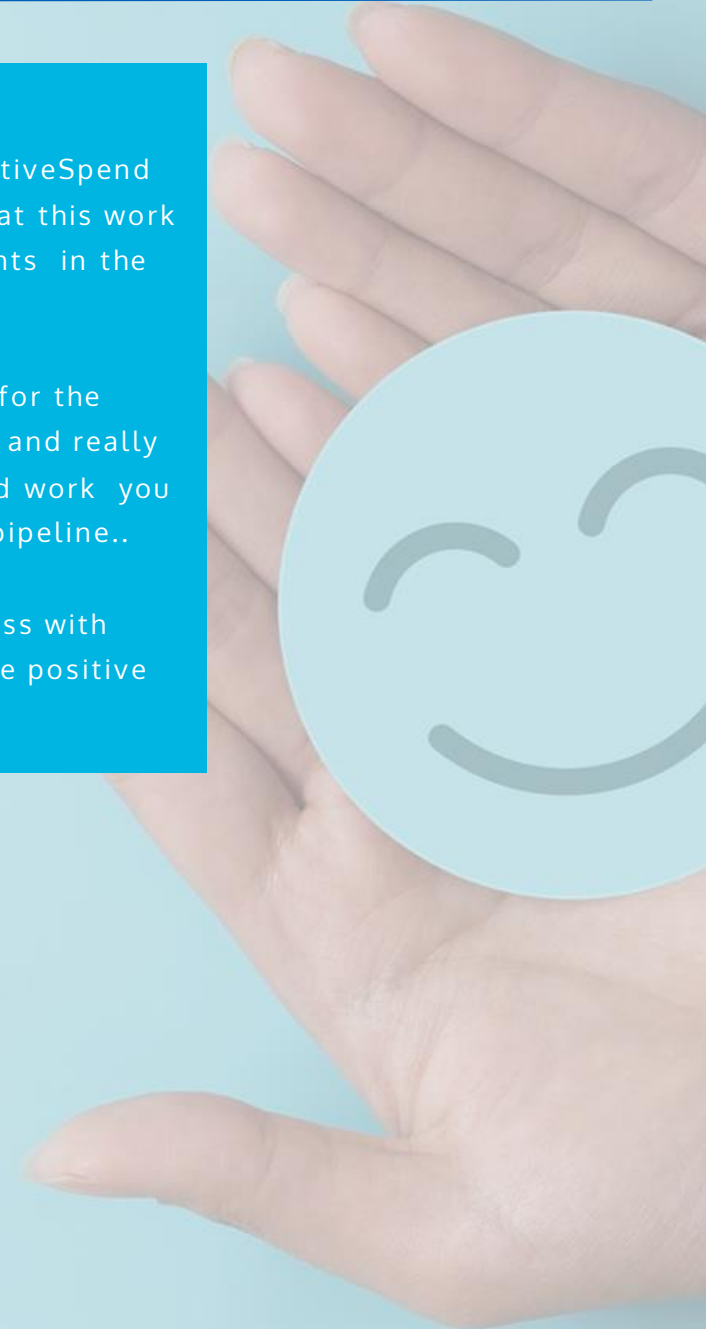
"We would love to see CollectiveSpend grow bigger we are positive that this work will expand with many accounts in the pipeline..."

We absolutely can testify for the professionalism in your work, and really appreciate the efforts and hard work you put on each account in the pipeline..

Would love to grow business with CollectiveSpend and see more positive results."




"Joonas and the CollectiveSpend team have been fantastic in identifying innovative solutions and producing significant cost reduction opportunities. They have fund savings that had previously not been explored and given us the opportunity to make major improvements in our operational costs."



# CURIOUS ABOUT THE POSSIBILITIES FOR YOUR ORGANIZATION?

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