

**YOU HAVE
CHALLENGES, WE
HAVE SOLUTIONS.**



Optimize Supplier Performance & Savings

Agile's Supplier Relationship Management (SRM) program streamlines the supplier landscape to unlock better supplier performance, while decreasing costs and the burdens of contract administration. Our team draws on decades of experience serving top utilities and infrastructure construction firms to improve supplier management capabilities across all material, service, operating, and capital-spend categories.

Our comprehensive SRM toolkit transforms your supply base from tactical and reactive to strategic and proactive. With our help, your category management, sourcing, and procurement teams focus on strategic initiatives and relationship management, while driving continuous supplier performance improvement. Using proven technology-driven tools and consistent KPIs, we improve visibility to suppliers and spend across all business units to provide valuable insights into supplier management improvement opportunities. Key areas of focus include supplier consolidation, pricing and rate reductions, supplier performance, spend compliance, commercial term standardization, volume and payment discounts, rebate maximization and year over year cost savings. Our data analytics tools accelerate your contracting-for-performance transformation allowing you to benchmark supplier performance and commercial terms to industry standards.



Read our SRM case study on page two to see how Agile saved one customer over \$16M+

About Agile

Since 2006, Agile Sourcing Partners has been an industry-leading integrated solutions provider in the gas and electric utility and infrastructure markets. As a trusted long-term partner, we deliver innovative, flexible, and value driven solutions that increase agility and efficiency. With 250 employees in eight nationwide locations and over \$1.7B in procurement, you can count on Agile to manage your complex business challenges. We design tailored material fulfillment and services that deliver efficient, cost-effective, business performance. Whether you choose to implement our full-service integrated spend portfolio or choose to streamline your supplier base your objectives are met by seasoned professionals with meticulous attention to detail.



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Agile Saves Utility 25% on Equipment and Vehicle Rentals

A multi-billion-dollar large gas and electric utility company partnered with Agile to gain control over their construction equipment and vehicle rental spend category. The spend category included heavy construction equipment, such as cranes, trucks, and rental cars. Rentals were contracted by individual business unit managers directly with vendors using various types of payment from P-cards to personal lines of credit. This decentralized sourcing method resulted in fragmented rental spend that was neither categorized nor strategic. The utility had no true visibility into the number of suppliers, total spend volume, or how the suppliers were performing.

The Challenge:

The utility applied Agile's Supplier Relationship Management (SRM) approach to gain control over their category spend. As Agile began to digitize rental data, incredible analytical insights were revealed:

- Rates varied by more than 200% on identical pieces of equipment by job and location
- Frequent billings past the equipment return date
- Hundreds of duplicate suppliers with over 75,000 annual invoices
- 25,000 unique equipment items
- Manual billing with high number of discrepancies and little validation
- Utility talent was allocated to tactical, administrative tasks



The Approach:

Agile and the customer collaborated on a new centralized rentals model that would improve efficiencies through automation and data analytics.

- Centralized and automated equipment and vehicle rental requests
- Provided web-enabled application for sending, receiving, and validating POs and invoices
- Allowed for real-time category spend visibility across the enterprise
- Reduced and rationalized vendors and equipment
- Renegotiated contract rates, payment terms, and discounts
- Consolidated invoices, reconciliations, and payments
- Shortened payment cycles to achieve early payment discounts
- Conducted annual contract spend analysis to achieve additional YOY savings
- Monitored supplier contract compliance and performance KPIs

The Results:

\$16M+
in total savings

\$2.9M
in early payment
discounts

\$3.8M
vehicle rental
cost savings

\$5M
in price reductions

60,000
annual invoices
streamlined to 52

"We had several hundred equipment and tow rental contractors across our system and trying to manage them was a nightmare. Agile came up with an innovative and cost-saving process to streamline suppliers, contracts, and dispatching. We gave Agile our operational guidelines, but the process improvement was entirely theirs."
– Utility Customer

To learn how to gain visibility and better control of your category spend contact us today or visit agilesourcingpartners.com



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