

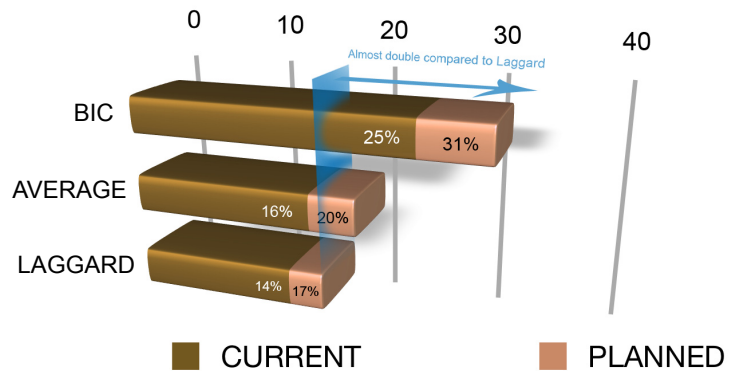
procurement



“Best-in-Class enterprises demonstrate that pursuing an outsourced strategy for procurement functions can be leveraged to greatly improve business performance. It is also clear that those enterprises willing to more readily pursue this path and outsource procurement activities for more of their spend are rewarded, as Best-in-Class companies currently outsource and plan to outsource more of their spend than their competitors.”

Aberdeen Group Research Abstract · Procurement Outsourcing: A Strategic Imperative? – November, 2007

Percentage of Spend with Procurement Partners



The importance of procurement continues to rise within most organizations. An effective strategy opens an opportunity for you to **exceed your performance measurements** and **gain a higher profile** within your company. Therefore, procurement leaders are partnering with resource specialists to gain additional skills to **deliver results and drive value**. Do your own procurement goals maximize your organization's position in a competitive marketplace?

The benefits of engaging a procurement partner are numerous and top-performing organizations are successfully implementing this strategy for procurement activities. **Improved pricing, greater spend visibility and lower procurement process costs** are obvious benefits. However, organizations have also used the strategic benefits of procurement specialists to gain market and supplier intelligence. The knowledge gained allows procurement teams to quickly adapt to fluctuating supply markets and **provide a means to differentiate their company from their competitors**.

Top Pressures Driving a Focus on PROCUREMENT OUTSOURCING

- Lower Procurement Transaction Costs
- Increased Global Competition
- Access to Improved Pricing
- Refocusing to Strategic Personnel Activities

RubberNetwork – Webb supports companies who want to make their organization more profitable through a partnership which will give you additional procurement resources and strategies.

RubberNetwork - Webb successfully executes procurement focused projects through a network of 30 delivery offices on five continents which are supported by regional operation centers located in Atlanta, Rio de Janeiro, Amsterdam, Singapore and Mexico City. Since 2000, Rubber Network and Webb have executed over 6,000 projects for more than 300 companies worldwide.

Strategy & Planning

RubberNetwork – Webb’s methodology is designed to map the categories with cost reduction potential. By quickly identifying opportunities, it is possible to implement sourcing projects to capture savings over the short term so that these “quick wins” can be used to finance more extensive cost reduction projects.



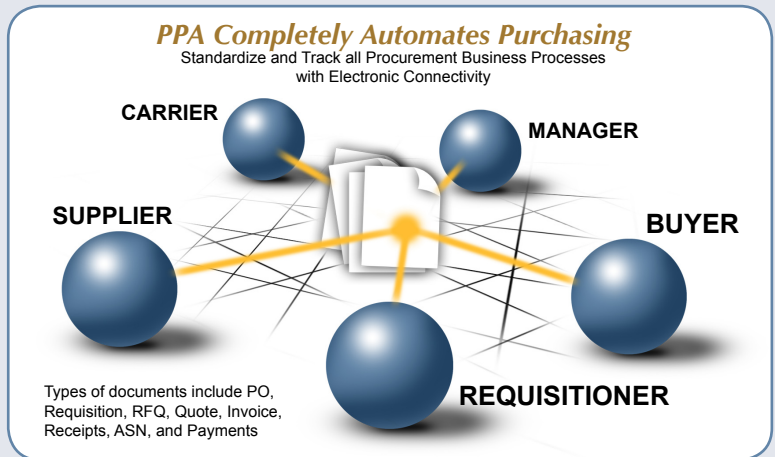
Cost Reduction & Visibility

RubberNetwork – Webb’s sourcing services are designed to help our clients quickly and effectively capture savings opportunities identified in the planning process. For situations where managing spend under a “Total Cost of Ownership” model is preferred, our strategic sourcing services provide a comprehensive approach that takes into account the cost of the entire procurement cycle.



Process Efficiency & Control

RubberNetwork – Webb’s **Procurement Process Automation** model uses technological platforms aligned with services and the power of connectivity to integrate business processes with any company interacting within the Supply Chain. We connect our customer’s internal management system with their suppliers and logistics operators, enhancing visibility and facilitating process control.



Managing the procurement cycle is no small undertaking. Finding qualified suppliers to meet your needs is challenging enough, while integrating them with your purchasing systems to manage the supplier relationships is never-ending. As an essential strategy to deliver cost savings and procurement efficiencies, top-performing organizations are partnering with **RubberNetwork – Webb** to give themselves the competitive advantage.