



## CASE STUDY: Spend Analysis

### Summary

<b>Date</b>	2022
<b>Client Need</b>	<p>A leading higher ed institution with over \$28B in annual spend needed to bring their total spend under management through better efficiency and process improvements across the entire university system. Their goal was to streamline their spending through better utilization of suppliers, while having more visibility into their current spending trends. They also had a goal to increase their diverse supplier utilization that was in single digits to 25% by FY25.</p>
<b>The Engagement</b>	<p>TCGi consultants conducted an in-depth data analysis of over \$6.3B of spend that occurred within 11 months. The goal was to identify ways that the entire university system could leverage spending at individual campuses, streamline supplier utilization, and drive significant cost savings at each campus as well as across their entire enterprise. The analysis consisted of:</p> <ul style="list-style-type: none"> <li>● Over 132, 000 suppliers.</li> <li>● 2.4M Invoices</li> <li>● 6.5Million lines of data</li> </ul> <p>TCGi created a categorization framework to enable the university to leverage spending with their highest value suppliers.</p>
<b>The Results</b>	<p>TCGi’s analysis identified close to a half a billion dollars in <i>uncategorized</i> spend that was not being managed and provided a framework for the university to now track these dollars.</p> <p>TCGi consultants identified new process improvements that would significantly increase efficiencies throughout the entire enterprise, enabling their procurement team(s) to accelerate cost management of their tail.</p> <p>TCGi developed a method that would close the gap for diverse and SMB local businesses to increase their participation within the university system.</p> <p>TCGi consultants developed a comprehensive roadmap that would yield an ROI of conservatively 15X.</p>

## **Our Value**

As a result of TCGi's deep dive spend analysis, the university system now has a clear roadmap and approach on how to leverage the TCGi solution to significantly increase efficiency while streamlining costs and increasing visibility at their campus locations as well as their enterprise.

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## **The Power of US**