

IT Procurement consulting firm, founded in 2018 by senior experts in Technology and Digital procurement helping Fortune 500 companies

- Focused primarily on IT Procurement including acquisition & carve out programs
- Flexible delivery model with options to embed professionals on client side
- Track record of success with some of the industry largest carve outs



Meet our Managing Partners



Remy Leers



Thomas Busking



Sopheap Buor

10+ Senior Consultants

30+ Major Clients

3b+ IT Spend Touched

Presence in **EMEA**
With the ability to support global programs

Global IT suppliers experience
300+
Cost out achieved **Euro 218M+**

End to end procurement capability across all IT domains



BEST PRACTICES FOR EACH DOMAIN

CONTRACT & VENDOR MANAGMENT

300+ BENCHMARKS

Key differentiators

- **Acquisition & Carve Out:** Tailored solution for fast and efficient execution
- **Category Management:** IT Category Strategy plans and best practices. Sourcing for ERP selection programs, AMS outsourcing deals, Cloud & Infrastructure and more
- **Benchmarks available:** with price data points for 300+ IT suppliers
- **Negotiation excellence:** specific niche negotiation expertise on the top IT suppliers like Microsoft, SAP, Salesforce & Adobe, that is scarce on the market
- **Off the shelf templates:** for tender documents (RFP's) ready for a range of IT solutions and contractual templates
- **Speed & cohesion:** Experienced team with the right mindset to get things done

Offering | The Acquisition & Carve Out program prevents disruption and reduces risks during the transition

What it is

a specialized IT procurement service to help companies successfully manage an acquisition or divestment

What it does

address the unique challenges including the need to quickly establish independent procurement processes & systems, renegotiate supplier contracts, and mitigate supply chain risks

Key deliverables

Rapid assessment and deployment : quickly assess procurement operations, areas for synergy and potential savings. Set up a new IT procurement organization for the Acquisition or Carve out business.

Integration planning: provide a comprehensive integration plan outlining steps needed to harmonize procurement processes and systems.

Change management: expertise to manage change effectively, including communication with stakeholders, training and development

Category management: provide category management expertise to identify cost opportunities and develop procurement strategies optimizing value

Experience and expertise: team of experienced IT procurement professionals, knowledgeable about the industry in which the Acquisition or carve out business operates

Customized solutions: provide customized solutions tailored to the unique needs of the business, including supplier selection and contract negotiation.

Risk management: ability to identify and mitigate supply chain risks for the Acquisition or Carve-out business

Flexibility and Continuous improvement : ability to adapt to changing requirements and timelines during the process. Ongoing guidance to ensure that the procurement function continues to evolve and improve over time

Key topics | Our offering is designed to help companies manage the complex IT Procurement process when undergoing an Acquisition or Carve out

Top 3 questions and answers when acquiring or carving out companies

Strivesource approach

| Topic | Question | Answer | Strivesource approach |
|---------|---|---|--|
| Topic 1 | What is the most significant challenge faced when acquiring or carving out a company, and how those challenges are addressed? | <p>The most significant challenge is the need to separate IT systems & infrastructure from the parent company.</p> <p>This is a complex process, and if not handled properly, can lead to catastrophic results (Services stopped, data loss, system downtime)</p> | <p>Strivesource team of experts specialize in IT Procurement carve-outs and help ensure that all IT vendors are migrated seamlessly whilst fully covered from a contracting and commercial perspective.</p> |
| Topic 2 | What are the key factors that determine whether a carve-out will be successful, and what steps do you take to mitigate risks during the process? | <p>The key factors for success are:</p> <ol style="list-style-type: none"> 1. Speed of execution 2. Ownership and clear governance 3. Effective communication with all stakeholders. | <p>Strivesource carve-out procurement offering covers a unique approach to:</p> <ol style="list-style-type: none"> 1. Hit the ground running with an experienced team 2. Utilize a toolkit for governance and reporting 3. Establish cadence to deliver on targets |
| Topic 3 | How does an organization approach IT procurement during an acquisition or carve-out, and what strategies are the most effective? | <p>When approaching IT procurement, the most effective strategy is to conduct a thorough analysis of the company's current IT infrastructure, applications, and systems.</p> | <p>Strivesource approach to IT procurement includes:</p> <ol style="list-style-type: none"> 1. Evaluate the company's vendor contracts 2. Negotiate more cost-effective agreements 3. Help achieve cost savings while maintaining/improving the quality of its IT systems and infrastructure. |

Case study | Lead the IT Vendor Separation delivery as part of a major Corporate Carve Out program



Context

- **In Dec 2020** Wella, a global beauty company was carved out from Coty, resulting in the creation of a standalone company called **Wella Company**
- Wella has **6000+ FTEs**, operates in **100+ countries** and generates **\$1.9 Bn+ revenue annually**
- **18 months separation timeline** from signing to transition
- **Limited budget** for one off separation project cost



Strivesource key scope

- Technology procurement separation activities for **520+ IT vendors**
- Negotiation and **contracting** of all key IT vendors with value of ca. **€68m+**
- IT Spend optimisation on PMO separation program
- IT Separation Procurement Program **governance**
- Overall **delivery assurance** and management across the vendor landscape
- **Stabilization** to ensure business continuity, incl. working with Control Towers and embedded delivery teams



Client Outcomes

- All contracts in scope **successfully transitioned** on plan
- Achieved full separation from Coty on time and with **ensured business continuity**
- Build **contract database** with **newly signed agreements**
- **25% Savings** on addressable IT contracts realised (€10m+)- Based on budget

Portfolio of Clients

Strivesource is proud to provide services and expert advice to a wide range of clients.

