

Strategic Sourcing Roadmap – One Company’s View

	<u>Year 1</u> <i>“Build the Foundation”</i>	<u>Year 2</u> <i>“Expand the Core”</i>	<u>Year 3</u> <i>“Accelerate the Impact”</i>	<u>Year 4+</u> <i>“Sustain the Gains”</i>
Business Units	Bus. Unit A Bus. Unit B Corporate	Bus. Units C, D and E		
Geographies	North America	Europe, Mid East, Africa China India Latin America	Eastern Europe	
Strategies	Begin Strategic Sourcing	Volume Leverage eSourcing Low Cost Country Sourcing	Contract Compliance Working Capital	Supplier Development Emerging Market Expansion
Scope	“BU Specific” - Team Creation - Limited Spend	“Speaking with One Voice” Multiple Cross-BU Teams Begin Global Expansion	“Global Sourcing” Ongoing Global Expansion Ensure All Spend in Scope	
Training	Strategic Sourcing Negotiations Mgmt	Global Sourcing eSourcing Project Management	Leadership Trade Compliance Six Sigma Sourcing	Six Sigma (Training) New Product Development

Expanding Toolkit and Scope