

## SOLUTION OVERVIEW

In surveys of CEOs across industries we consistently hear the same feedback: It's no longer acceptable for Sourcing and Supply Chain organizations to pursue incremental cost savings. Corporate executives now expect differential value and strategic results that were once thought beyond the purview of these functions. The problem is that despite hefty expectations, few corporate executives REALLY understand how to leverage the full strategic potential of their Sourcing and Supply Chain groups.

What does this mean? The role of the Sourcing and Supply Chain executive is still evolving. Their organizations – whether brand new or long established – must find creative, innovative ways of doing business. Defining and impacting enterprise strategies, product design, sales, and supplier relationships, are a few areas where these functions can create competitive differentiators for the enterprise to leverage. Sourcing and Supply Chain leaders must facilitate real changes that redefine the nature of their roles within a company, or be left behind.

The Mpower Group's Accelerating Strategic Transformation is a powerful collection of processes, tools and methodologies designed to help your organization deliver the game-changing value that CEOs expect, now. Our Strategic Sourcing and Supply Chain Maturity Model provides the basis for a roadmap that will catapult your organization beyond tactical operations and on the path to World-Class Value Creation.

## THE MPOWERED WAY

**WE BUILD STRATEGIC COMPETENCIES:** We know what is necessary to take your organization incrementally up the Maturity Model towards a Value Creating strategic business partner. Our methodology is based on a decade of market research. We gather information by interviewing stakeholders; We analyze existing processes and complex data; Through our targeted diagnostics, we identify opportunities for strategic transformation across the Value Chain.

**CHANGE MANAGEMENT EXPERTS:** Strategy is useless if it can't be implemented. The Mpower Group utilizes best-in-class change management techniques to overcome organizational resistance and ensure that the results you expect are the results you achieve.

**STRATEGIC ACCELERATORS AND ENABLERS:** An arsenal of tools and techniques is employed to accelerate the results you need to achieve – Today! We deploy rapid launch tools such as governance models, risk models and decision-making structures to instill a bias for action within your organization.

## VALUE EXPECTATIONS:

- > Custom Infrastructure Design that includes the processes, tools, and templates for World-Class performance and Value Creation Accelerators designed to help you achieve results today
- > A comprehensive understanding of how your organization ranks today against World-Class standards, and a Roadmap on how to get there
- > Transfer of crucial knowledge and skills from our experts to your team
- > Improved metrics for monitoring Sourcing & Supply Chain performance
- > Alignment of all organizational groups to pursue a common vision