

**CORCENTRIC
GPO BY THE
NUMBERS****2000+**

Members from diverse industries

**\$320b**

In leveraged spend

**30+**

Turnkey Supplier Programs

**18%**

Average savings

**A decision not to use GPOs for specific indirect spend categories is the same as leaving money on the table.**

The Hackett Group

What data does Corcentric need to assess if we have a GPO opportunity?

To perform a high-level opportunity assessment, we need spend by supplier. Within the high-level opportunity assessment, we can provide benchmark savings percentages based on our historical savings within a corresponding category. For us to provide a detailed savings analysis we would need annual, line-item level usage. Line-item level usage is data itemized at the purchase/transactional level. Within the savings analysis we can provide an actual estimate of the hard dollar savings you would achieve if you were to join the program.

If we do not have detailed usage, how do we go about getting it? Is Corcentric able to assist?

You can either request that level of detail from your suppliers or with an executed Letter of Authorization (LOA) we can help gather that data for you.

What if we are already working with a supplier in your network?

Corcentric can help to validate that your existing supplier relationships are the best they can be. If they are, there is no expectation to purchase through the Corcentric supplier network.

Are we obligated to purchase on all of your programs? What if we are only interested in a few?

Corcentric operates under an "opt-in" approach, and there is no obligation to participate in any or all programs. Our goal is to offer a full suite of solutions that find you immediate value, with no minimum requirements.

What risks do we have in sharing this level of data with you?

There is absolutely no risk to you in providing data, it is shared under Mutual NDA. We are solely using it to bump against our negotiated pricing in order to get you better pricing. If your current program is better we will let you know as well as by how much. This provides you with market intelligence you previously did not have. Conversely, if our program is better we will provide you with the same level of detail.

Why wouldn't we just establish a direct relationship with your suppliers?

We are leveraging all our member's spend to negotiate the best price possible vs. negotiating using only a single member's spend. We also have a team of consultants continuously benchmarking pricing in order to ensure competitiveness.

WHY CORCENTRIC



A globally networked platform with all your buyers and sellers in one place.



Analytics to power more intelligent decisions and automate manual processes.



Dynamic workflows that empower agility and collaboration.



The software and services to support your digital transformation.



Industry-leading modular, integrated solutions built on the Corcentric Platform to power your digital transformation.

Will our existing Account Management structure change?

If you already have an account manager or rep in place you can maintain your current account management. If you don't have an account manager we will ensure one is established through the program.

Are there any commitments if we do decide to join?

There are no commitments under the program. However, if a savings opportunity is identified and you decide to move forward there is an expectation that you would use the program since it has been determined to be beneficial.

What will this cost us?

There are NO costs to join and no minimum requirements to take advantage of Corcentric pre-negotiated programs.

Will we have access to the contracts?

Once opting to participate in a program, you will be provided access to the contract as well as the pre-negotiated pricing.

How does Corcentric monitor success?

Corcentric is a technology-enabled savings solution, offering regular reporting on spend analysis, baseline, and market assessments that are shared openly and continually with customers. We have the ability to track savings and program compliance (meaning that there are hard metrics to support success of the implemented program(s)).



How do we get started?

Significant savings and opportunities to improve working capital are only a phone call or email away. Contact our Indirect Group Purchasing experts at indirectGPO@corcentric.com to learn more



corcentric[™]

Procurement and Finance Solutions

ABOUT CORCENTRIC

Corcentric is a global provider of business spend management and revenue management software and services for mid-market and Fortune 1000 businesses. Corcentric delivers software, advisory services, and payments focused on reducing costs, optimizing working capital, and unlocking revenue. To learn more, please visit [corcentric.com](https://www.corcentric.com).