proservartner

Tail Spend Management that Delivers Measurable Value

Unlock hidden savings. Simplify sourcing. Boost compliance.

At Proservartner, we help organizations turn unmanaged tail spend into strategic value. Our data-driven approach brings visibility, compliance, and savings, freeing your team to focus on what matters most.

COMMON CHALLENGES

- Low contract coverage leads to unmanaged risk
- Non-compliance with preferred suppliers or policies
- Increased business risk due to fragmented procurement processes
- Tail spend makes up a small percentage of spend but a large percentage of transactions (often ~80%)
- High administrative effort for low-value items
- Missed opportunities for sourcing savings
- Disparate, inefficient approaches across business units and geographies
- Hard to enforce governance or implement change consistently
- Overburdened sourcing teams managing tactical, repetitive work

Our Proven Approach

Two-Pronged Approach: Proactive + Reactive Channels

Extracting value from point of purchase (Reactive) and increase value by reducing tail (Proactive).

Spend Analysis & Tail Definition

Analyzing spend across all sources to provide complete visibility across category, supplier, and BU by spend threshold.

Embedded TSM Ecosystem

Self-servicing digital triage desk, Tail of Tail aggregation, Catalog management, Automated B2B Marketplace.

Buying Channel Strategy Optimization

Applying defined buying channel strategy to full spend.

Opportunity Identification & Strategic Migration

Identifying opportunities based on tail definition, business rules, buying channel processes. Prioritizing opportunities to migrate tail spend to strategic contracts.

Centralized Execution & Change Management

Creation of centralized procurement service desk. Carefully orchestrated change management & communications to drive adoption and ensure continuity.

Why Proservartner?

Your Tail Spend, Strategically Managed.

- Up to 8% cost savings
- Increase spend under management
- 99% SLA compliance
- Reduce vendors & ensure contract adherence



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