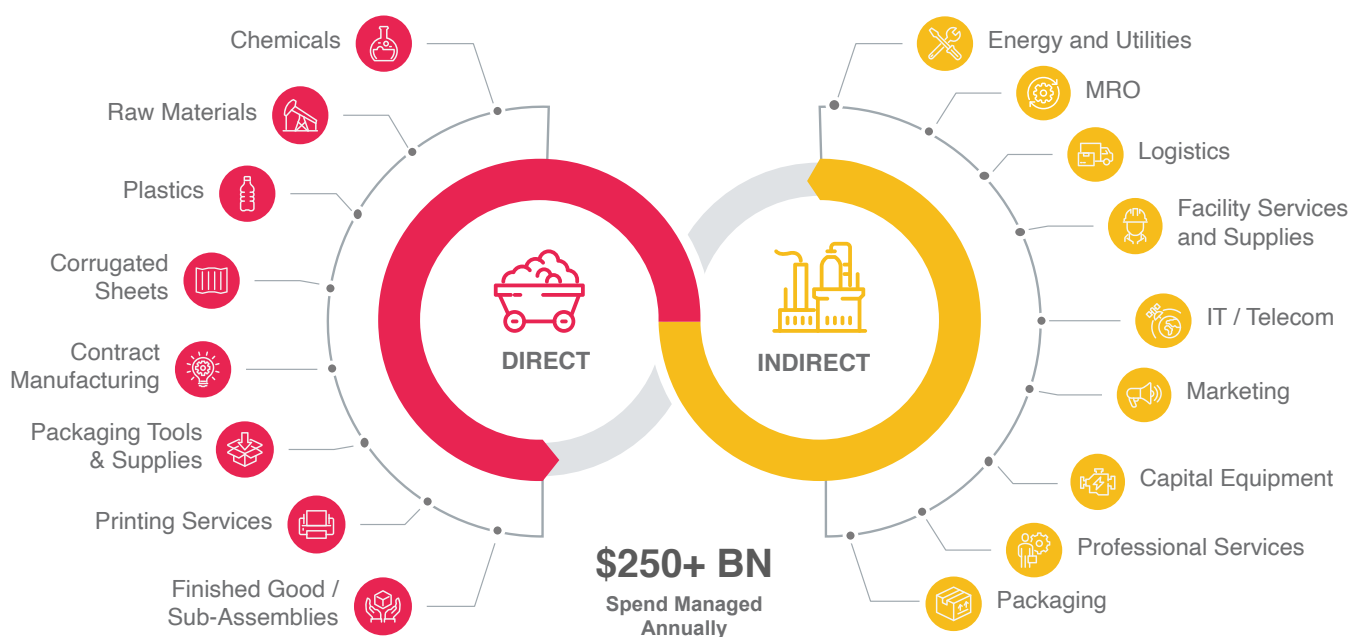# GEP

® | INSIGHT
DRIVES
INNOVATION

GEP
CATEGORY
ADVISORY
GROUPS

GEP is home to some of the world's most talented procurement and supply chain experts — many are recognized thought leaders in their domains. GEP Category Advisory Groups (CAGs) are among the key components of our delivery structure.

Each CAG, dedicated to a different area of direct or indirect spend, is a center of category-specific intelligence, knowledge and expertise, and is focused on sharing recent, relevant insights and experience, and providing advice to our clients across diverse global markets. Our market frequency and cross-client experience, coupled with two decades of category-focused subject matter expertise, make our CAGs critical lifelines to GEP resources and our clients — both procurement and business stakeholders.

Extensive Category Expertise: Direct and Indirect

Hundreds of inhouse category experts for direct as well as indirect categories*

DIRECT
- Chemicals
- Raw Materials
- Plastics
- Corrugated Sheets
- Contract Manufacturing
- Packaging Tools & Supplies
- Printing Services
- Finished Good / Sub-Assemblies

INDIRECT
- Energy and Utilities
- MRO
- Logistics
- Facility Services and Supplies
- IT / Telecom
- Marketing
- Capital Equipment
- Professional Services
- Packaging

$250+ BN
Spend Managed Annually

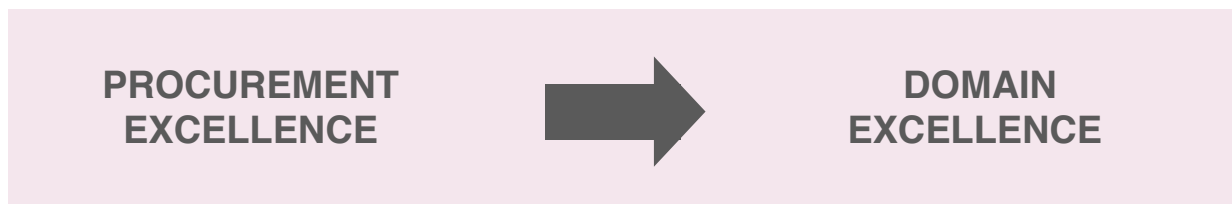*Partial lists

INFORMATION ASSETS

Our CAGs generate valuable insights across a variety of areas based on the work we do with our clients across industries and geographies, many of who are Fortune 500 and Global 2000 enterprises.

- **Cross-Client & Industry Best Practices:** Category and organization-level strategies, category planning, playbooks, maturity modeling, etc.
- **Insights Price/SLA/Terms:** Price benchmarks, discounts, rates, SLAs, T&Cs and other deal attributes
- **Supplier- and Category-Specific Research:** Supply market profiling, category/domain-specific analysis and ongoing performance management
- **Project-Based Collateral:** Ready-to-deploy templates, toolkits, research, advisory and execution deliverables derived from many projects over many years
- **Thought Capital:** White papers, blogs, best practices, industry happenings/news, GEP branded market briefs, etc.
- **Community Confluence:** Continual communication, meetings, information sharing, 1:1 mentoring, CAG newsletters, etc., to keep category personnel up to date
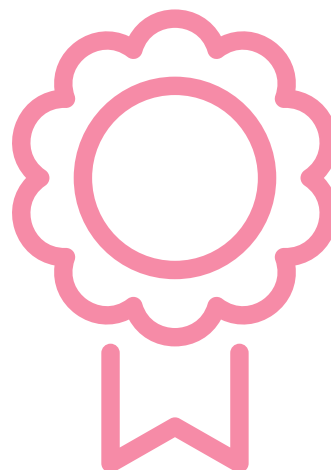
CATEGORY-SPECIFIC CAPABILITIES

GEP's CAGs bring a wide array of capabilities — spanning across categories and domains with in-house or external partnerships — to deliver these category-specific solutions.

PROCUREMENT EXCELLENCE → **DOMAIN EXCELLENCE**

PROCUREMENT EXCELLENCE

- Opportunity & Maturity Assessment
- Sourcing Strategy & Advisory
- RFx & Negotiations Execution Support
- Market Insights & Benchmarking
- Supply Market Research & Analysis
- Tail Spend Management & Optimization
- Contract Analysis & Assessment
- Category Management Support & Advisory
- Process Design & Optimization
- M&A Synergy Support
- Buy Channel & P2P Optimization

DOMAIN EXCELLENCE

Some of our category-specific procurement offerings include:

- **Logistics:** Logistics optimization (network, fleet, route, etc.), supply and demand planning, insource vs. outsource evaluation
- **IT:** IT outsourcing advisory, telecom audit, software and cloud utilization and asset management
- **R&D:** Should-cost modeling and forecasting tools for clinical trials
- **Real Estate & Facilities Management:** Digitalization/IoT, REFM organization design
- **Chemicals:** Should-cost modeling
- **Packaging:** Specification management and optimization, design and engineering solutions
- **Legal:** Legal rates and contract terms assessment

WHAT SETS US APART

Category-specific procurement expertise focused on specific industries, geographies and categories within the technology space

Capabilities beyond sourcing and negotiations support, including procurement organization design, supply market research, pricing and agreement assessments, data mining and analytics, etc.

Recent, actionable insights and knowledge warehouses from the work we do with our clients every day

Vast CAG knowledge base distributed across (400+) resources working across industries and geographies

Cross-client experience, generating advice, guidance, watch-outs and opportunities

Integrated technology platform (GEP SMART™) with category-specific workflows and functionality