



_experience the commitment™



CORPORATE PROFILE

At CGI, we're in the business of satisfying clients. For 30 years, we've operated upon the principles of sharing in clients' challenges and delivering quality services to solve them. A leading IT and business process services provider, CGI has approximately 25,000 professionals operating in 100+ worldwide offices.

In spend management, CGI offers a suite of tools and services that allow clients to approach procurement strategically and to make the best use of their budget. Our specialty is helping complex, decentralized organizations reduce their purchased expenses and increase procurement process efficiency. Our solutions are tailored to drive profitability for corporations and budget.

Spend Management Solutions

VIRGINIA TRANSFORMS PROCUREMENT WITH E-PROCUREMENT AND SOURCING

Prior to 2001, the Commonwealth of Virginia's procurement activities were decentralized across more than 180 state agencies, institutions and other public bodies. The autonomous buying entities functioned with a patchwork of outdated, inefficient and redundant systems, which added to the cost of doing business while preventing the Commonwealth from leveraging its purchasing power.

Seeking to adopt the practices of a well-run Fortune 500 business, Virginia partnered with CGI to embark on a procurement transformation program, successfully demonstrating how government can deliver better value for citizens' tax dollars. Through two of our spend management offerings—e-procurement and strategic sourcing—Virginia gained the advantage of technical expertise coupled with extensive procurement experience.

Virginia's Electronic Commerce Initiative (eVA)

Virginia partnered with CGI to develop a statewide electronic purchasing solution called eVA, a Web-based government-to-business system that funnels purchasing activities through a single electronic portal.

The eVA system automates workflow using common, auditable business rules that apply to all users while supporting unique rules for each buying organization. It then captures and aggregates data for procurement information, activity and reports.

The award-winning system is widely considered to be the most successful e-procurement solution in the nation. As of September 2006, eVA has connected more than 170 agencies and 490 localities to 32,000 vendors selling 5 million items—resulting in more than 1 million orders processed—and has provided up to a 70 percent reduction in processing time from solicitation to award. In October 2006, Virginia signed a 5-year contract renewal with CGI for eVA's continued maintenance and operations.

Virginia Partners in Procurement (VaPP)

With eVA successfully operating, the Commonwealth was ready to fully leverage its purchasing power to improve their contracts. After CGI analyzed current spending, it applied strategic sourcing methodologies to major expense categories with savings opportunities and challenged current buying specifications to determine their effectiveness.

Through VaPP, CGI helped renegotiate and consolidate multiple contracts and achieve best value—a combination of price, quality and service—for several major categories. A marketing strategy promoted the new contract advantages, and a compliance and savings monitoring system secured vendor fee collections.

Training programs for procurement staff ensured that savings on purchased expenses continued long after the engagement.

VaPP has resulted in 90 new statewide contracts in 15 categories of goods and services, achieving 12 percent savings on an annual baseline of \$309 million.

Identifying, creating, and sustaining measurable savings

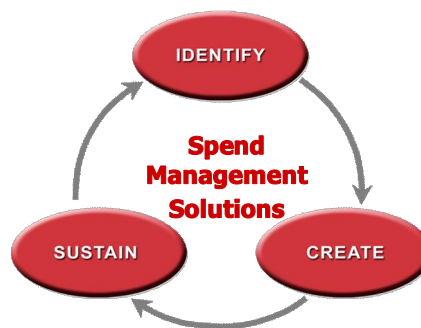
CGI's experience spans the entire spend management process and our category breadth covers the full spectrum of purchased goods and services.

We help clients achieve meaningful cost savings on expenses and significantly improve procurement practices by applying the most effective and innovative sourcing techniques and tools available in the marketplace. We are committed to our clients and work with them to find the right solution for their needs.

Sample of offerings that span the procurement lifecycle

Identify savings

- **PRISM® spend analysis** – Convert your financial data from multiple systems into decision support information for controlling spending and identifying savings opportunities
- **Opportunity assessment** – Gain insights into your organization's procurement practices and spending to uncover savings opportunities in just 30-60 days
- **Organization/process review** – Obtain recommendations on processes, staffing, tools, vendor management and overall strategy to optimize procurement processes



Create savings

- **Strategic sourcing** – Leverage deep sourcing and supplier industry expertise to create savings in any spend category, including unique, complex or strategic purchased goods and services
- **E-Procurement** – Improve efficiency and compliance through state-of-the-art e-procurement technology

Sustain savings

- **Compliance and savings monitoring (CSM)** – Gain the advantage of a tool that tracks and analyzes spend data and monitors contract compliance using proprietary, state-of-the-art expense segmentation technology
- **Training** – Strengthen procurement capabilities with our extensive skills and knowledge training programs for procurement professionals
- **Procurement outsourcing** – Partner with a spend management specialist that transforms your procurement functions and takes responsibility for some or all of the day-to-day activities, freeing up time for the strategic aspects of procurement

EXPERIENCE AND RESULTS

CGI has deep procurement expertise in more than 150 industries, covering a wide range of goods and services.

Through this experience, CGI professionals have addressed billions in purchases and delivered an average of 17% in annual cost savings.

Using our spend analysis software, CGI has analyzed and presented detailed spend management reports covering over \$370 billion in spend.

In addition, CGI has implemented e-procurement applications for 124 clients. Its services, solutions and subject matter experts support 50,000 users worldwide and handle \$48 billion in contract transactions.

For more information on our spend management solutions contact CGI at spendmanagement@cgi.com or visit us at cgi.com/spendmanagement.