



\_experience the commitment

## PRISM® (PProcurement Information System®)



### Company profile

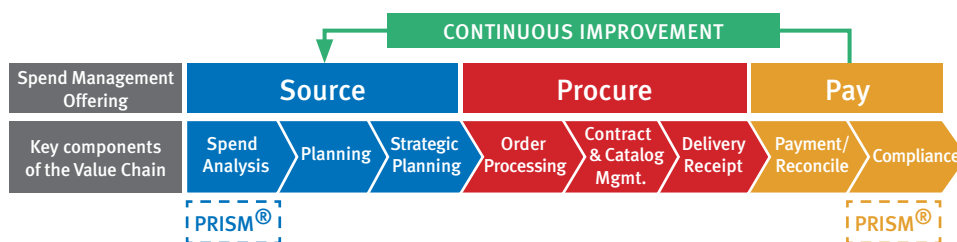
At CGI, we're in the business of satisfying clients. For 30 years, we've operated upon the principles of sharing in clients' challenges and delivering quality services to solve them. A leading IT and business process services provider, CGI has approximately 25,000 professionals operating in 100+ worldwide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

In spend management, CGI offers a suite of tools and services that allow clients to approach procurement strategically and to use best practices that reduce costs and maximize their budget. Our specialty is helping complex, decentralized organizations both in the private and public sectors. Our solutions are tailored to drive profitability for corporations and budget compliance for governments.

### A proven solution that drives procurement cost savings

According to the Aberdeen Group, "...the lack of spending analysis capabilities are costing businesses \$260 billion in missed savings opportunities annually resulting in a corporate epidemic that is keeping enterprises from controlling cost and maximizing performance." CGI helps businesses and governments overcome this challenge through our PRISM offering.

PRISM drives significant procurement cost savings and compliance for corporations and governments. Helping clients achieve visibility into their enterprise-wide spending in as little as 6-8 weeks, PRISM is a key tool within CGI's spend management suite of offerings, which cover the entire spend management process and the full spectrum of purchased goods and services.



Our PRISM Spend Analysis offering identifies savings by converting financial data from multiple systems into actionable information for identifying savings opportunities and managing spend. The offering includes:

- PRISM pilot (2-3 weeks): Preliminary spend analysis that captures 70% of the enterprise spend and provides directional guidance to identify savings opportunities
- PRISM audit (8-10 weeks): Comprehensive and detailed spend analysis that captures 100% of the enterprise spend and provides in-depth visibility into savings opportunities

Our PRISM Compliance & Savings Monitoring (CSM) offering tracks and analyzes spend data and monitors contract compliance using our expense segmentation technology. The offering includes:

- Savings monitoring: Tracks price compliance for on-contract purchases—a key driver to achieve contracted-for pricing and savings—and serves as a vendor performance measuring tool
- Compliance monitoring: Monitors utilization of existing contracts and provides for detailed enterprise-wide reports, ensures compliance by individual entities within an organization and by spend areas, and enhances contract adoption rate to accelerate cost savings

## Identifying and sustaining savings for our clients

CGI's PRISM offering is proven to identify and create savings opportunities for clients—all of whom have achieved 10-20% in savings across their procurement expense base. As these representative case studies demonstrate, CGI's PRISM solution helps clients identify and sustain hard dollar savings from their purchased expense base.

### Fortune 500 Company

CGI successfully implemented its PRISM solution at a Fortune 150 conglomerate. Our team customized the solution to their operating environment, trained the client on how best to use the tools, and licensed the application to them. Today the company has continuing visibility into their enterprise spending patterns, and the successful implementation of PRISM was recognized as one of 10 "best practice" spend analysis implementations for 2004 by the Aberdeen Group.

After a comprehensive expense base analysis using PRISM, this client now has visibility into the details of their spend across a very complex business unit hierarchy, consisting of 165 separate operating units. They also are on track to realize a significant return on investment, based on the strategic sourcing savings opportunities identified through the PRISM analysis.

In addition, the client is better able to track and control contract compliance across the entire organization. A key part of the solution includes a detailed contract compliance module that helps identify the costs and benefits of on- and off-contract purchasing across the organization.

### The State of Oregon

The State of Oregon has been on a mission to cut its spend on purchased goods and services over the last two years. With the endorsement of Governor Ted Kulongoski, Oregon developed a state-wide program called SmartBuy. The goal of the program was to achieve best-in-class pricing and service quality by using advanced contracting technologies and processes.

Although the state made a commitment to streamline procurement practices and achieve savings through SmartBuy, it lacked the necessary processes, tools and technology to do so. Oregon looked to CGI's technology and strategic sourcing expertise to achieve the goals of SmartBuy.

Using our PRISM spend analysis, the state identified and prioritized the savings that can be achieved through strategic sourcing. Our sourcing professionals worked with Oregon to address approximately \$84M of annual spending across several areas of purchased goods and services, creating contract savings of \$50M. Following the sourcing efforts, CGI's team also implemented a compliance and savings monitoring program to help the state track the usage of the newly negotiated contracts, ensuring that savings "stick" and are captured over time.

For more information on PRISM and our entire breadth of spend management solutions, contact CGI at 617-896-9500 or [prismsales@cgi.com](mailto:prismsales@cgi.com).

## What our clients say

"CGI has a comprehensive strategic sourcing offering. PRISM initially helped us understand what we purchased, and is now providing critical visibility to monitor our contract compliance. Also, CGI's 'hands-on' approach in providing reverse auctions and sourcing services has been instrumental to ensure the State of Delaware's expense reduction project is successful within our unique culture."

— Gloria Wernicki Homer,  
Secretary of Administrative Services,  
State of Delaware

"PRISM is absolutely unique in the marketplace of enterprise spend analysis. CGI provides a technology that gives us detailed, accurate visibility into our purchased expense base, and the accompanying service, provided by sourcing professionals, to make sure it works. We had the actionable PRISM results in six weeks."

— CFO,  
Leading Media Content Delivery Company

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