Unlocking faster, smarter sourcing value

KPMG's sourcing advantage powered by Coupa Sourcing Optimization

The need for a new sourcing model

In today's volatile and cost-constrained environment, procurement organizations are under increasing pressure to deliver measurable savings, strengthen supplier resilience, and respond quickly to shifting market conditions.

Yet many sourcing teams remain constrained by:

- Fragmented supplier landscapes and limited visibility into market pricing
- Manual, time-intensive sourcing processes
- Difficulty balancing cost, service, risk, and operational constraints
- Limited ability to translate insights into executable sourcing strategies

Traditional sourcing approaches are often too slow, reactive, and narrowly focused on unit cost—leaving significant value untapped. Organizations need a new model—one that combines data, benchmarking, and advanced analytics to drive faster, better sourcing decisions.

KPMG's sourcing advantage: Turning strategy into results

KPMG's sourcing advantage is designed to close the gap between sourcing strategy and execution, enabling organizations to help rapidly identify, validate, and capture value.

KPMG's sourcing advantage combines proprietary benchmarking, advanced awarding optimization, and deep cross-category expertise spanning indirect, MRO, capital, and services to act as an extension of your team and help deliver the best-value sourcing decisions, not just the lowest cost.

What makes this offering different

01
Benchmark-led opportunity identification

- Establish a defensible baseline across pricing, supplier terms, and working capital
- Leverage proprietary market benchmarks to identify savings opportunities and negotiation levers
- Accelerate opportunity sizing without requiring months of internal analysis

Result: Faster identification of high-impact opportunities with greater confidence in the value case

02
Coupa sourcing optimization

- Apply optimization-driven scenario modeling to evaluate cost, service, risk, and supplier capacity—beyond standard RFP tools
- Analyze thousands to millions of bids simultaneously, enabling decisions not possible with Excel or manual methods
- Translate complex model outputs into practical, executable award strategies

Result: More informed, defensible sourcing decisions that maximize total value—not just price

03
Execution-as-a-service

- Provide full execution ownership, eliminating reliance on client bandwidth or sourcing capability
- Operate in a KPMG-hosted environment—no client technology or setup required
- Utilize pre-built, field-tested assets to help accelerate timelines and reduce stakeholder burden

Result: Accelerated execution with reduced client lift and faster realization of savings

A structured, accelerated execution model

KPMG applies a repeatable sourcing model designed to help accelerate speed while maintaining rigor for complex RFPs:

01 Market intelligence and price benchmarking
Anchors sourcing decisions in external market reality, ensuring targets reflect true opportunity—not internal assumptions.

02 Spend assessment and opportunity identification
Focuses effort on the highest-value opportunities first, avoiding diluted impact across low-return sourcing activity.

03 RFX development & execution
Structures supplier engagement to help drive meaningful competition and comparable bids- enhancing leverage from the market.

04 Scenario evaluation & optimization
Evaluates thousands of award combinations (e.g., splits, regional allocations, constraints) to surface non-obvious strategies that outperform traditional lowest-cost decisions.

05 Award & value realization
Translates modeled scenarios into executable awards by defining the optimal supplier mix and allocation logic, ensuring modeled savings and risk outcomes are realized.

Value creation beyond cost savings

KPMG's sourcing advantage delivers value across multiple dimensions:

Cost savings

Identify and capture pricing improvements through competitive sourcing and benchmarking

Working capital optimization

Improve payment terms and cash flow using benchmark-driven insights

Risk mitigation

Design sourcing strategies that enhance supplier resilience and continuity

Operational efficiency

Reduce sourcing cycle times and internal effort through structured execution

Start capturing savings

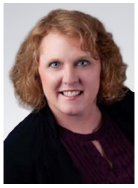
KPMG's sourcing advantage begins with a focused assessment to help rapidly identify and quantify sourcing opportunities—creating a clear path to execution. Identify 1-3 categories and we'll quantify in two weeks.

To get started all we require is:

- Spend data (by category, supplier, and volume)
- Current supplier contracts and pricing (where available)
- Key business requirements and constraints

From there, we align with stakeholders on assessment results and recommendations—accelerating execution to deliver measurable results.

Connect with us today to discover how smarter sourcing decisions can enhance value, help improve savings, and support strategic business objectives.



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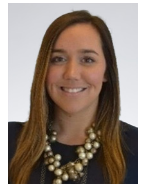

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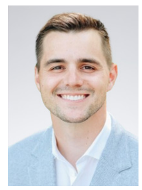

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