

**Procurement Services Portfolio – An Overview**

- Comprehensive Source-to-Pay capability with deep Category expertise
  - Complete suite of services across Strategic Sourcing and Category Management, Contract and Supplier Management, Transactional Procurement, and Accounts Payable
  - Deep Category expertise across various indirect and direct categories
- More than 2,600 experts providing end-to-end Source-to-Pay support across the world
  - More than 150 on-demand onshore Category Experts
  - Dedicated Sourcing Center of Excellence
  - Dedicated Category Training Academy
- Managing more than USD 75 Billion in spend and catering to more than 65 global clients spread across several verticals, including Manufacturing, Insurance, Travel & Hospitality, Retail, Energy & Utilities and more
- Global experience in delivering procurement services with an optimum mix of onshore, nearshore and offshore delivery. Ability to effectively leverage a network of 48 delivery centers across US, Europe, Asia-Pacific and Africa

**Source-to-Pay Services Portfolio**
**Category Management**

- Category planning
- Stakeholder management
- Spend analytics
- Opportunity identification
- Supplier market and competitive intelligence
- Category innovation

**Sourcing**

- Project complexity triage
- Project identification
- Strategy development
- Supply base development
- RFx management
- Negotiation
- Scenario analysis
- Implementation support

**Contracting**

- Contract authoring
- Contract negotiation
- Contract administration
- T&E processing

**Supplier Management**

- Supplier relationship management
- Supplier performance management
- Supplier reconciliation

**Accounts Payable**

- Invoice receipt and processing
- Payment processing
- Exception handling

**Performance & Compliance Reporting**

- Savings reporting
- Spend performance
- Spend compliance
- Supplier compliance

**Tactical & Transactional Procurement**

- Service desk
- Requisition support
- PO management
- PO expediting
- Catalog management
- Tail spend management

**WNS Differentiators**

**Combining industry experience, technology know-how, a flexible approach, and collaboration to provide true business impact.**

**Expertise**

- Ability to transform the procurement landscape by leveraging our deep domain expertise, end-to-end services portfolio, technology-enabled solutions and customer-centric focus

**Innovation**

- Technology-agnostic approach with the ability to use client's current technology or propose an optimum solution leveraging a rich ecosystem of partner platforms and bolt-on solutions

**Enablement**

- Focus on collaborating with client's procurement organization to create a mutually rewarding partnership

**Flexibility**

- Ability to manage a varied scale of engagements with flexibility to start small and grow at right pace
- Expertise in deploying various pricing models prevalent in procurement, including Project-based, Fixed fee, Outcome-based, FTE-based, and Hybrid



A **WNS** COMPANY

### Case Studies

**Driving more than 90 percent spend under management through a comprehensive global procurement program for a Fortune 500 software and data storage company**

**Delivering 16 percent procurement value annually via effective sourcing and contracting for a Fortune 500 athletic footwear and apparel manufacturer and retailer**

**Driving effective spend compliance by implementing various compliance measures across procurement processes for a leading APAC airline**

**Creating an end-to-end Source-to-Pay hub to help a global leader in specialty materials identify potential savings of USD 145 Million**

### Key Clients

#### A few of our leading clients include:

- Global specialty material manufacturer
- Fortune 500 software and data storage company
- Fortune 500 athletic footwear and apparel manufacturer and retailer
- Global banking & financial services corporation
- Leading multiline insurer
- Leading U.S. risk advisory company
- Leading aerospace and defense manufacturer
- Leading U.S.-based utility company
- Leading APAC airline
- Leading U.S. entertainment company
- Leading online social media and social networking services company

### About WNS

WNS (Holdings) Limited (NYSE: WNS) is a leading global Business Process Management (BPM) company. WNS offers business value to 200+ global clients by combining operational excellence with deep domain expertise in key industry verticals including banking and financial services, consulting and professional services, healthcare, insurance, manufacturing, media and entertainment, retail & consumer packaged goods, telecom and diversified businesses, shipping and logistics, travel and leisure, and utilities. WNS delivers an entire spectrum of BPM services such as customer interaction services, finance and accounting, human resource solutions, technology solutions, research and analytics, and industry specific back-office and front-office processes. WNS has more than 33,000 professionals across 48 delivery centers worldwide including China, Costa Rica, India, the Philippines, Poland, Romania, South Africa, Sri Lanka, Turkey, United Kingdom and the United States.

To learn more, please write to us at [marketing@wns.com](mailto:marketing@wns.com) or

visit <http://www.wns.com/solutions/functional-solutions/procurement>

### About Denali - A WNS Company

Denali, a global sourcing and procurement solutions provider, is now a WNS (Business Process Management leader) company. WNS-Denali supports Global 1000 companies by offering an array of best-in-class procurement solutions, including Category Management, Analytics, Strategic Sourcing and RFx Management, Supply Market Insights, Contracting, Supplier Management and Procure-to-Pay. With a team of more than 2,600 Source-to-Pay specialists worldwide, we have helped our clients manage more than USD 75 Billion across the Source-to-Pay value chain for direct and indirect categories. For more information, you can visit us at [www.denaliusa.com](http://www.denaliusa.com). You can also contact us directly at 844.633.6254.