

Partner Overview

GEP offers the perfect blend of strategic and advisory services, pace-setting technology and managed services, with a laser focus on procurement and supply chain transformation to help clients achieve their business goals

Market Success

- MFG, BFSI, HLS, Oil & Gas, Automotive, Retail/CPG, Public Sector/Education
- 350+ total customers, 10 million+ total users
- 40 total wins annually
- ~12 months

<Azure/Dynamics> Solution Offering

SMART by GEP

- A single, cloud-native procurement platform, SMART by GEP[®] lets you manage all your direct as well as indirect spend with unprecedented ease and accessibility, while delivering a radical upgrade in user experience that hugely boosts adoption, performance and compliance

Customer Use Cases (describe what an MS seller should look for to identify need)

- Sourcing
- Procurement
- Contract Management

Customer Target Profile

Customer Segment(s): Enterprise, SMC, Public Sector/Education
Priority Industries: Oil & Gas, HLS, FSI, Retail, Automotive
Geography/EOU(s): Northeast, NYC, Southeast, South Central, North Central, Northwest, Southwest, HLS, FSI

Solution Deal Size

MSFT Products & Workloads: Azure, Dynamics, O365
Avg. Annual Partner Deal Size: Enterprise \$2.5 million, SMC: \$1 million
Avg. Customer Deal Size (# users/data/consumption): Enterprise: \$150K ACR, SMC: \$50K ACR

Case Study #1

Industry: Oil & Gas

Business Challenge:

Source to Contract (S2C) solution needed

Financial Impact:

\$13,775,000.00 TCV - \$200,000 ACR

Solution and Business Outcome:

Bought full GEP S2C suite – Sourcing, Spend Analytics, Savings MGMT, Supplier MGMT, Procure to Pay, Contract Management



Case Study #2

Industry: Healthcare & Life Sciences

Business Challenge:

Source to Contract (S2C) solution needed

Financial:

\$1,320,000.00 TCV - \$44,000.00 ACR

Solution and Business Outcome:

Bought full GEP S2C suite – Sourcing, Spend Analytics, Savings MGMT, Supplier MGMT, Procure to Pay, Contract Management

