GEP | SMART by GEP

UNIFIED PROCUREMENT & SUPPLY CHAIN SOLUTIONS

HELPING LEADING ENTERPRISES WORLDWIDE ACHIEVE EXTRAORDINARY RESULTS

STRATEGY | SOFTWARE | MANAGED SERVICES

Who We Are

GLOBAL LEADER IN PROCUREMENT & SUPPLY CHAIN SOLUTIONS
Digital-first procurement & supply chain solutions (Gartner, Forrester, IDC, ALM, Everest, Nelson Hall, Hackett, Ardent, Spend Matters)

DIRECT & INDIRECT SOURCE-TO-PAY
Complete procurement solutions (Strategy, Software, Managed Services)

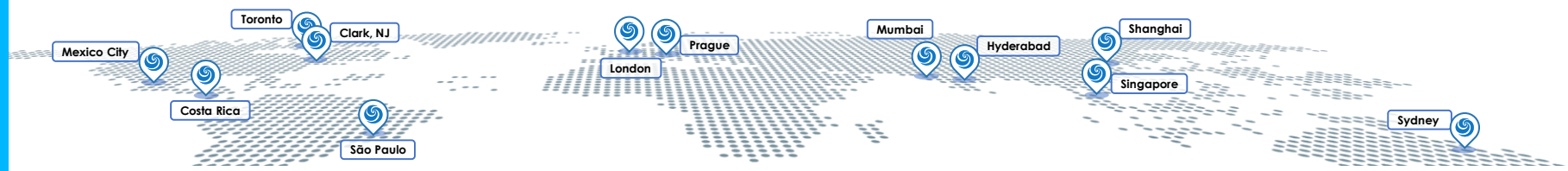
DATA-DRIVEN decision-making system for **SUPPLY CHAINS** (Data Lake, AI, IoT, Machine Learning)

Transformative technologies – **BIG DATA, COGNITIVE COMPUTING** – delivering outsized gains in speed, productivity and savings, reduced risk

AI-POWERED, UNIFIED digital platform, native to cloud, mobile, touch – **SMART by GEP**

DIVERSE BUSINESS ENTERPRISE
(Minority and woman-owned)

12 Offices **4,000** Employees **350+** Customers **110** Countries



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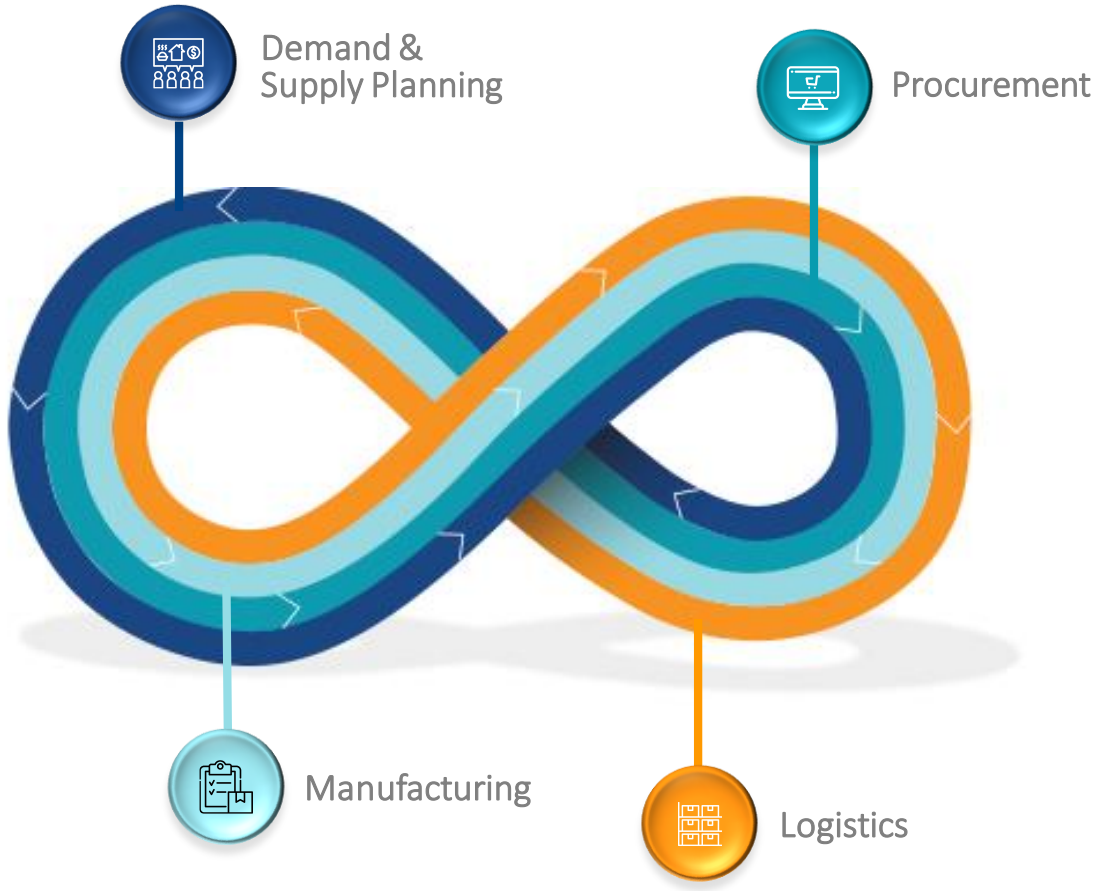
What We Do

WE ARE THE INDUSTRY'S PROCUREMENT AND SUPPLY CHAIN LEADER

GEP helps global enterprises operate more efficiently and effectively, gain competitive advantage, boost profitability, and maximize shareholder value

Strategic Cost Reduction	Procurement & Supply Chain Transformation	Digital Procurement & Supply Management



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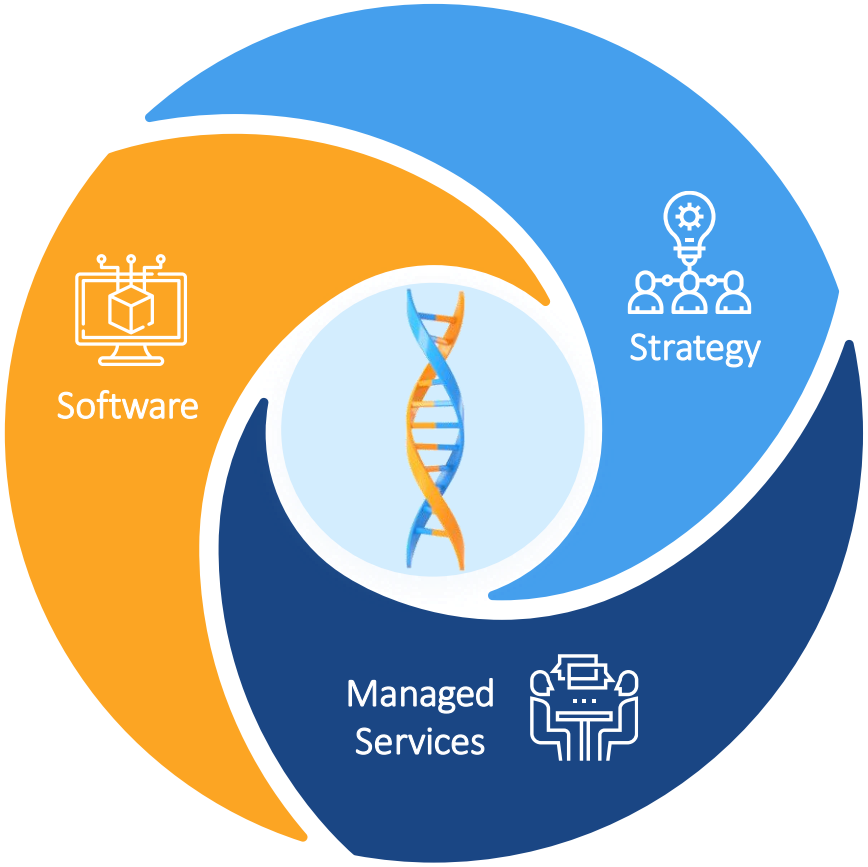
IN THE DNA OF EVERY GEP SOLUTION

A PROFOUND GRASP OF DIGITAL TECHNOLOGY & OPERATIONS STRATEGY

Fresh thinking, innovative products, unrivaled domain and industry expertise, and smart, passionate people – this is how GEP creates and delivers procurement and supply chain solutions of unprecedented scale, power and effectiveness



- Increase EBITDA
- Improve working capital
- Drive innovation
- Minimize risk
- Enhance business agility
- Gain competitive advantage

Value Model

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UNIFIED, END-TO-END PROCUREMENT & SUPPLY CHAIN SOLUTIONS
FROM A SINGLE GLOBAL PARTNER

SOFTWARE

'TRUE' UNIFICATION FOR IMPROVED VISIBILITY AND VALUE, ENABLED BY AI AND MACHINE LEARNING

- Data and Spend Analytics
- Source-to-Contract
- Procure-to-Pay
- Guided Buying
- Bill of Materials
- Should-Cost & Forecasting
- Demand / Supply Planning
- Supplier Management

STRATEGY

DIGITAL-LED TRANSFORMATION AND UNIFICATION

- Digital Procurement & Supply Chain Transformation
- Strategic Sourcing & Should-Cost
- Zero-Based Budgeting
- Smart Factory and Digital Twin
- Digital Data Strategy
- Network & Warehouse Optimization
- Demand & Supply Planning

MANAGED SERVICES

STRATEGIC COST REDUCTION, EFFECTIVENESS AND EFFICIENCY

- Strategic Sourcing & Cost Reduction
- Category Management
- Buy Desk & Tail-Spend Management
- Procurement & Supply Chain Operations

Unified Solutions

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Fresh Thinking

INSIGHT DRIVES INNOVATION

Expertise. Experience. Acute awareness of the trends and technologies driving change and opening new possibilities. Strategic thinking, creativity and insight inform our solutions, drive innovation and help us deliver extraordinary results to our clients

GEP is home to some of the brightest minds in the business, happy to share fresh thinking from every major industry and all corners of the globe. To access a healthy portion of our acclaimed work, visit www.gep.com/knowledgebank

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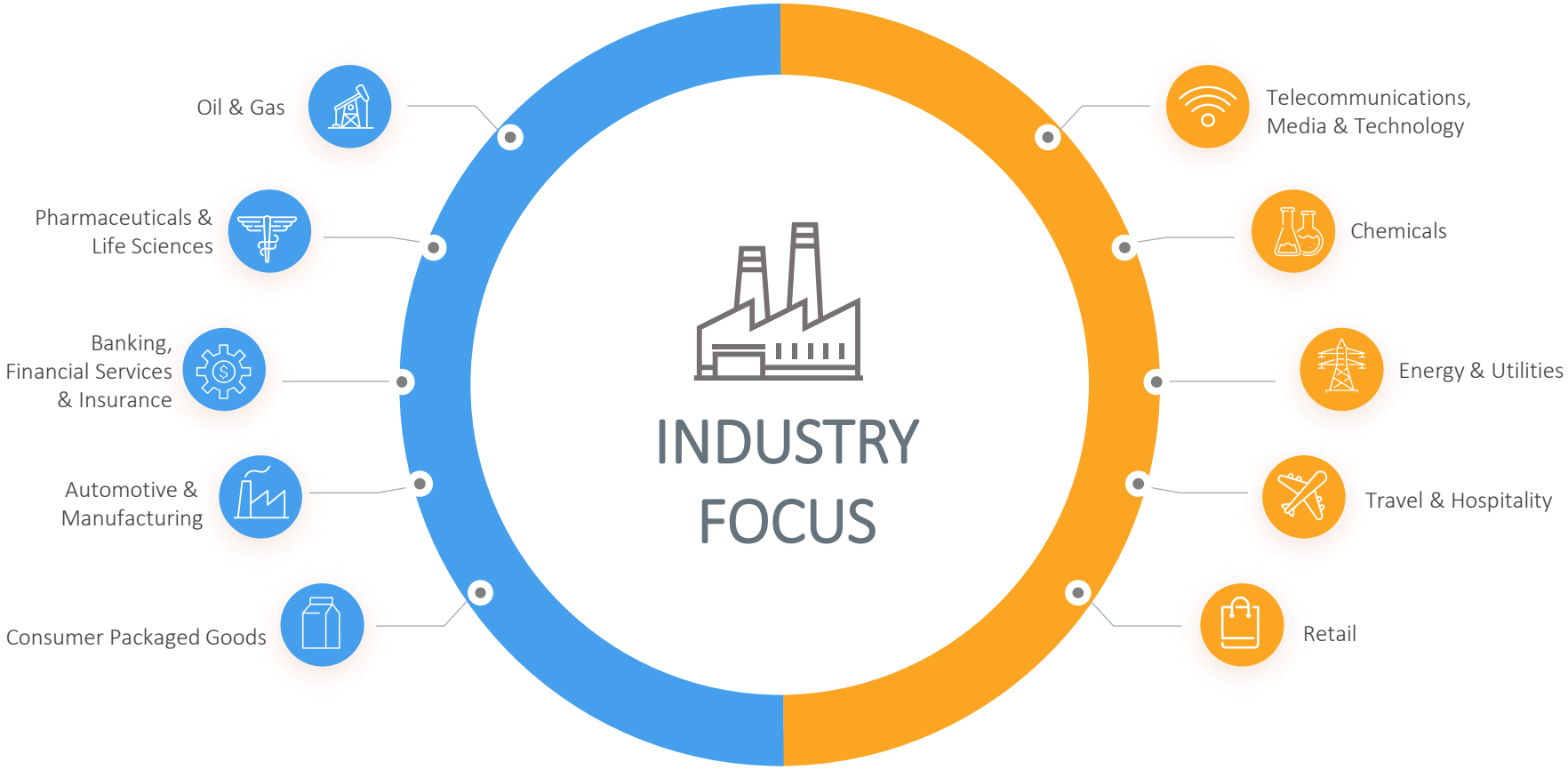
Industries We Serve

DEEP INDUSTRY FOCUS

GEP works with market-leading firms worldwide in more than 30 industries and segments*



*Partial list

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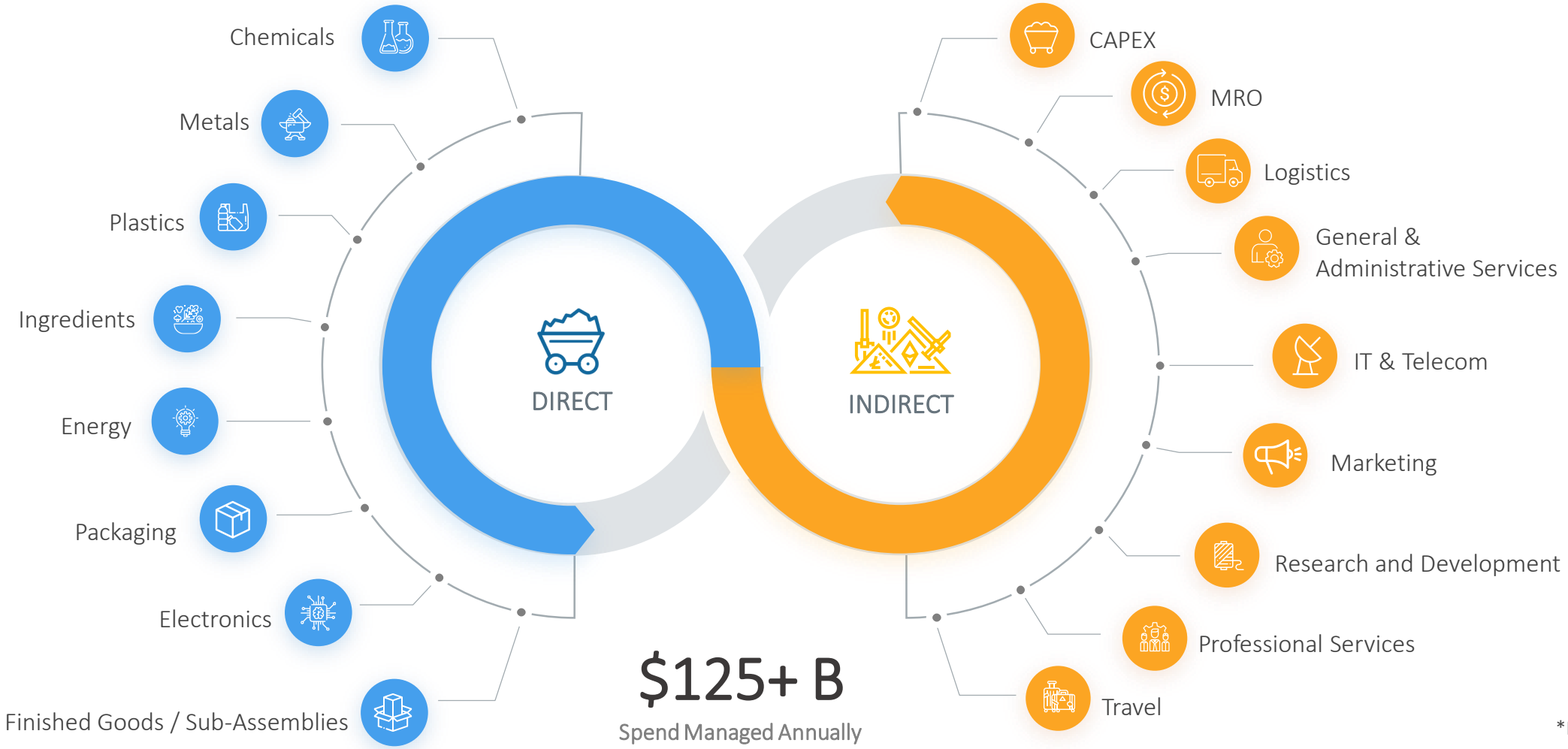
EXTENSIVE CATEGORY EXPERTISE: DIRECT & INDIRECT

Hundreds of in-house category experts for direct as well as indirect categories*



$125+ B

Spend Managed Annually

*Partial list

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SMART by GEP®

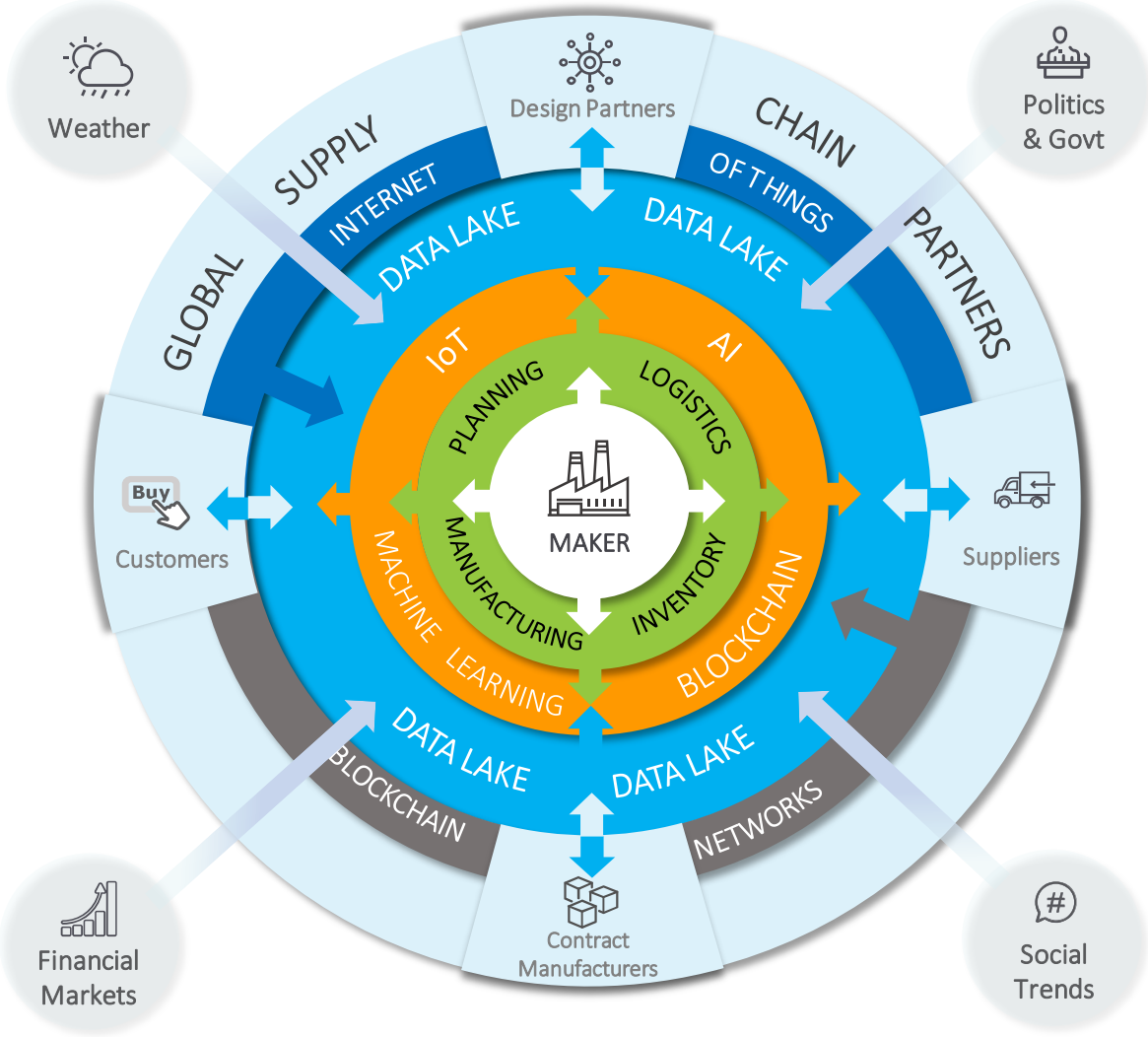
Breaking the Chain™

The Supply Chain Transformed

Cognitive Supply Nexus™

Solving for Visibility and Collaboration

- Data-Driven Decision-Making
- Simultaneous, Synchronized, Real Time
- Self-Aware, Self-Regulating, Auto-Optimizing
- Native AI, Machine-Learning, NLP
- IoT-Enabled Smart Factory
- Digital Twin
- Big Data Analytics
- Industry 4.0



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SMART by GEP®

Unified Source-to-Pay Software

AMAZING USER EXPERIENCE
Amazing user experience that drives adoption, usage and results

DIRECT & INDIRECT
Comprehensive procurement platform in a single, unified digital workspace

UNIFIED DIGITAL PLATFORM
From source to pay, plan to produce – single code base for optimal performance

BY GEP
Made by procurement & supply chain experts for procurement & supply chain professionals

SAVINGS TRACKING | SPEND ANALYSIS | SOURCING | CONTRACT MANAGEMENT | SUPPLIER MANAGEMENT

CREATE

ORDER PROCESSING | PURCHASING | INVOICE MANAGEMENT | ACCOUNTS PAYABLE

MDM | SCHEDULING | COST MANAGEMENT | INVENTORY MANAGEMENT | CATALOG MANAGEMENT | GUIDED BUYING

NATIVE TO CLOUD
Unrivaled performance, scalability and security

ARTIFICIAL INTELLIGENCE
Intelligent automation for greater throughput, efficiency and accuracy

EASY INTEGRATION
Seamless, hassle-free integration with all ERP, F&A and back-end systems

DRIVES DIGITAL TRANSFORMATION
AI-powered, data-centric open platform fast-tracks digital transformation

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What the Analysts Say

GEP is at the leading edge of PROCUREMENT AS-A-SERVICE INNOVATION ... its transformational capabilities and expertise make GEP a collaborative partner to guide clients in the DIGITAL PROCUREMENT TRANSFORMATION journey, with cloud-based digital procurement platform, SMART by GEP.

HfS

The product name SMART by GEP sums up its approach to help customers make BETTER, FASTER BUYING DECISIONS. It is a good option for leaders in large multinationals that want INTELLIGENT SOFTWARE for both UPSTREAM and DOWNSTREAM processes, in a single, cost-effective platform.

Forrester

GEP is a FULL-SERVICE, SOURCE-TO-SETTLE TECHNOLOGY provider ... it is industry agnostic and has NOTABLE SUCCESS SERVING LARGE ORGANIZATIONS. The INNOVATIVE SMART by GEP is priced competitively and is the first procurement suite built for tablet devices.

Gartner

SMART by GEP IS UNIQUE as it is a cloud-native, unified source-to-pay platform ... CONSIDER GEP WHEN YOU ARE A LARGE GLOBAL ORGANIZATION with complex procurement processes, requiring a simple and flexible toolset simplifying the business process.

IDC

Specializing in procurement, GEP OFFERS A STRONG SUITE OF CAPABILITIES for its clients centered on robust transformation with a focus on organizational design, process optimization and zero-based budgeting. The firm possesses DEEP INSIGHT INTO THE PROCUREMENT OPERATIONS SPACE.

ALM Intelligence

GEP IS A STAR PERFORMER. It has seen continued STRONG GROWTH in both clients and capabilities, including expanded operations in Asia and Europe. CLIENT INTERVIEWS REVEAL STRONG LEVELS OF SATISFACTION.

Everest Group

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Results Achieved

PROCUREMENT TRANSFORMATION

A global generic pharmaceutical company with fragmented organization, little visibility into global spend, and no integrated S2P technology

Implemented a new organization with leading practice technology and optimized global processes, driving **$100 million in annual savings**

UNIFIED SOURCE-TO-PAY

With disparate processes affecting its bottom line, a global medical device manufacturer wanted to automate procurement operations to boost efficiency & savings

Deployed S2P automation impacting over **$2 billion** of indirect spend, achieving **650% jump in RFx** and **tens of millions in savings**

CATEGORY MANAGEMENT

With $100 million in outlays for energy annually, a Fortune 500 CPG company sought to improve value on its spend

Over **12% savings** on energy spend; better budgeting, forecasting and risk management

SUPPLY CHAIN MANAGEMENT

A large pharma company expecting doubling of sales volumes in 5 years needed to transform its supply chain to support this growth

Unlocked significant capacity in existing plants, reduced **~$200M** in working capital, optimized network, and delivered **5% savings** on gross margin

DIGITAL PLATFORM

Major building society with low process efficiency and bottom-line savings sought digital transformation to become best-in-class in procurement & SRM

Exceeded annual **savings target by 25%** and enhanced **process efficiencies**; automated P2P and **improved savings management**

DIRECT MATERIALS SOURCING

With price increases for raw materials mounting, a Fortune 500 CPG company wanted to bolster its margins

Delivered over **$300 million** in savings on direct spend over three years

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Thank You

ABOUT GEP

GEP helps global enterprises operate more efficiently and effectively, gain competitive advantage, boost profitability, and maximize business and shareholder value.

Fresh thinking, innovative products, unrivalled domain and industry expertise, and smart, passionate people – this is how GEP creates and delivers unified supply chain solutions of unprecedented scale, power and effectiveness.

Named a Leader in the Gartner Magic Quadrant and Best Provider at the World Procurement Awards and EPIC Procurement Excellence Awards, GEP is frequently honored as an innovator and leader in source-to-pay procurement software by Gartner, Forrester, IDC, Procurement Leaders, Spend Matters, PayStream and Ardent Partners.

GEP is also ranked leader in managed procurement services (procurement outsourcing) by Everest Group, NelsonHall, IDC, ISG, HfS and IAOP. In addition, the primary research firm in the management consulting sector, ALM Intelligence, ranks GEP leader in procurement strategy and supply chain consulting.

With 14 offices and operations centers in Europe, Asia and the Americas, Clark, New Jersey-based GEP helps enterprises worldwide realize their strategic, operational and financial objectives.

To learn more about our comprehensive range of strategic and managed services, please visit www.gep.com. For more about SMART by GEP, our cloud-native, unified source-to-pay platform, please visit www.smartbygep.com.

Access our free knowledge resources at www.gep.com/knowledge-bank.

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