

Turn Vendor Chaos into Growth Opportunities

K&B Global delivers strategic guidance to identify and cultivate cost savings and value creation in enterprises with complex IT orgs.

Overcome the Challenges Frustrating Your IT Org

-  Value Leakage
-  Poor Service Quality
-  Long-term Delivery Management
-  Vendor Sprawl
-  Unfavorable Rates and Terms
-  Poor Service Quality

Uncover, Address, and Capitalize on Opportunities

Enterprise companies suffer from sprawling vendor rosters that frequently result in inefficient service delivery. Large vendors often focus on technical delivery vs. business outcomes, leading to unsatisfactory overall performance. Additionally, your internal stakeholders can suffer from tunnel vision related to their own delivery and KPIs, obstructing bigger-picture management that limits IT's business impact to the org.

K&B Global's expertise uncovers insights into these inefficiencies to:

- ▶ Develop tailored approaches to consolidate and/or source new vendors
- ▶ Identify new delivery models with increased ROI
- ▶ Negotiate SOWs and SLAs that improve delivery and your bottom line
- ▶ Ensure long-term stability and prevent value leakage

Proven Methodologies, Expertly Executed

Our tested processes help complex IT organizations like yours navigate a constantly evolving and easily disrupted digital business environment.

Sourcing & Vendor Management Services

Contract Alignment through Execution and Ongoing Performance Management

Requirements Gathering & Sourcing Strategy

- Understanding what you need and creating strategies to achieve the objectives.

RFX and Vendor Selection

- Identifying appropriate vendors for your business and running objectives RFX to select the right vendor that will deliver the value.

SOW & Agreements Negotiation & Alignment

- Negotiate on your behalf to achieve ideal agreements. Ensure alignment to your strategy, operating model and capabilities.
- Work with your legal counsel and vendors to align deliverables to specific and measurable metrics.

Delivery Assurance

- Assist with transition planning and agreement implementation to ensure targeted value is obtained and ensure that the vendor meets its obligations.
- Minimize disruptions and risks to safeguard continuing operations while providing a program that achieves your strategy objectives.

Ongoing Vendor & Service Delivery Management

- Ongoing Vendor & Delivery Mgt to ensure the targeted value is maintained by preventing value leakage.
- Use data driven reporting to identify vendor and delivery performance challenges and implement remedies.
- Evaluate suppliers, processes and policies to identify improvement areas.

People Make the Difference

Customer-driven and pain point-focused, we assemble our teams with your success in mind. A diverse group of highly experienced and highly skilled experts, it's our people that make the difference – in our business and yours.

[Learn More about our Team →](#)

See How We Saved a Global Automaker \$50M Annually

With a growing list of underperforming and overcharging IT vendors, this auto manufacturer needed a sourcing strategy to corral and restructure nearly 2,000 vendor resources.

K&B executed a plan that reduced rates by >30%, reduced resources by 10%, and saved \$50 million annually.



"K&B did a fantastic job of understanding our challenges and quickly generating significant, measurable results that directly contributed to the bottom line." – Toyota



Contact Us

Many consultants can help you find the problems. K&B helps you solve them. **Schedule an initial consultation** and let's talk about achieving the business you envision.

[Learn More →](#)