

# The Procurement Dance



Michael Ray, Global Mobility, Mercer

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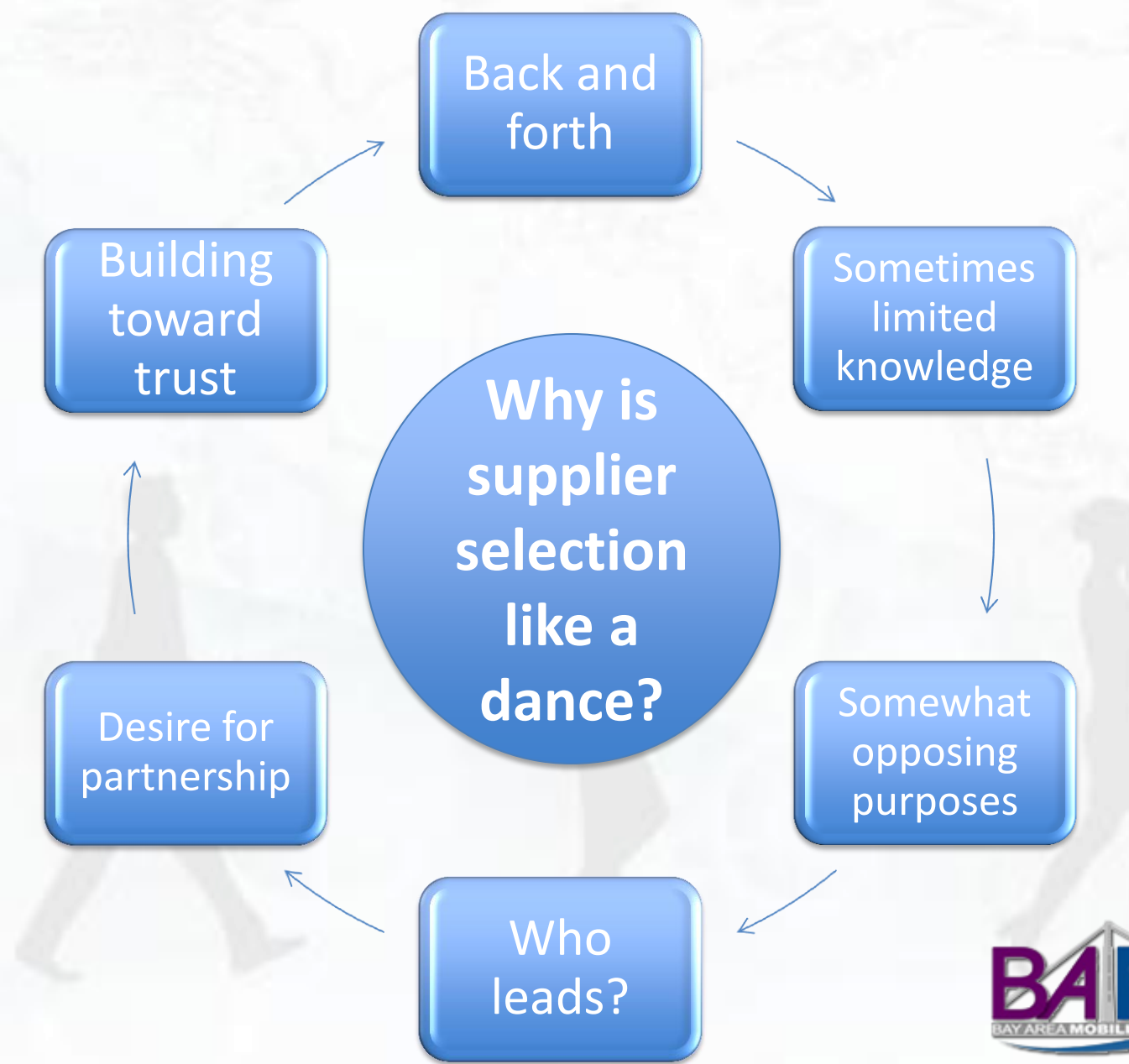


# *Shall We Dance*

## Jennifer Lopez & Richard Gere

- Video Here





# Procurement Landscape

## Governance:

- Contractual, Legal, Technological, Risk, and Supply Chain Conformance

## Value:

- Meets cost objectives and competitive standards

## Performance Standards:

- Can provide service at the standards and terms of the engagement

## Fit:

- Is the best choice for service, based on blend of factors

# MERCER IS A GLOBAL CONSULTING LEADER IN TALENT, HEALTH, RETIREMENT AND INVESTMENTS

- Mercer Mobility – Full Service Global Mobility Consulting Firm
  - Benchmarking and Policies and Practices
  - Data and Publications
    - Cost of Living, Quality of Living, Mercer Mobilize Housing Solution™ , Guides and Guidelines
  - Cultural and Technology Solutions
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# Autodesk: A World Leader in 3D Design, Engineering, and Entertainment Software

- Founded 1982
- \$2.525 billion in billings
- More than 10 million users in 187 countries
- The last 20 Oscar<sup>®</sup> winners & nominees for Best Visual Effects have all used Autodesk software
- More than 2,400 Channel Partners
- We were recognized on nine of Best Places to Work lists including *FORTUNE*'s 100 Best Companies to Work For.

*The Autodesk vision is to help people imagine, design, and create a better world.*



# Suddath: A Leading Provider of Global Moving, Transportation and Logistics services for individuals and businesses around the World.

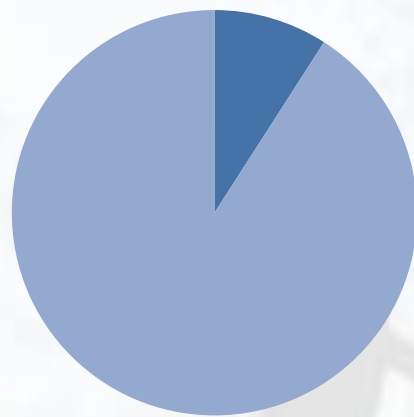
- Founded in 1919
- Headquartered in Jacksonville, FL
- \$550,00 million in annual revenue
- 25 domestic markets, Hong Kong, Shanghai and London
- A+ Safety Rating – ISNetworld

*Suddath – We exist to reimagine the way the world moves.*



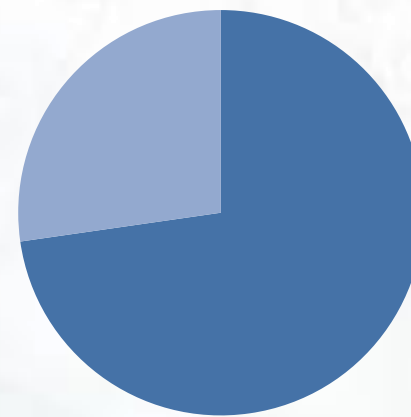
# Quick Survey of Procurement Demographics

- Note this was not a scientific, statistically valid survey.*



Function

- Mobility (1)
- Procurement (10)



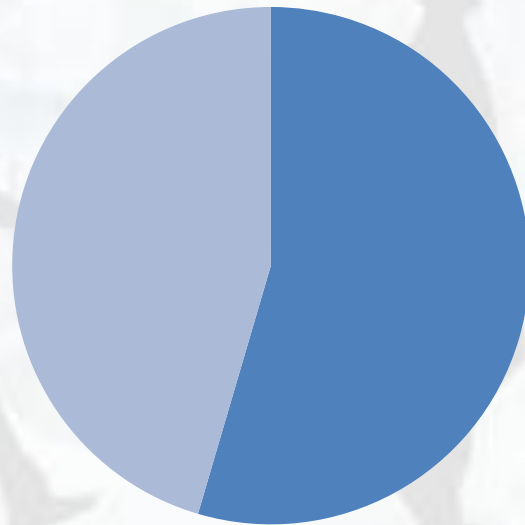
Experience

- Involved 1 time (8)
- Involved 2 or more times (3)



# Commoditization

*When I manage the purchase of services such as Mobility, it is important to standardize or commoditize these services as much as possible so I can compare apples to apples, particularly for pricing.*



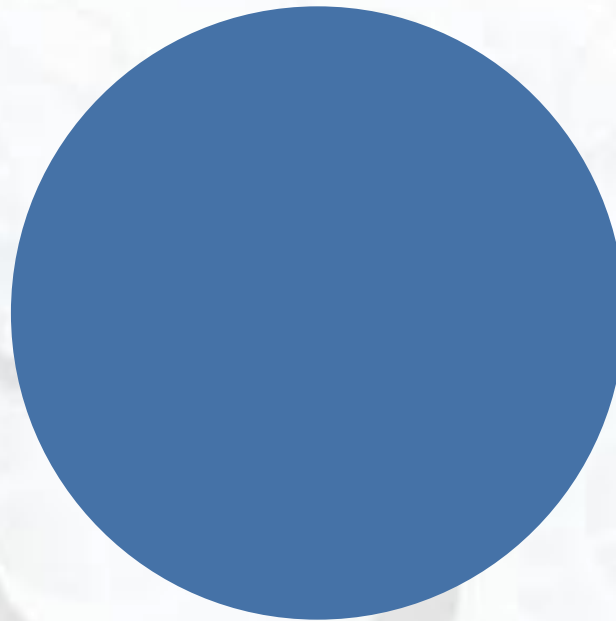
■ Disagree (0)

■ Somewhat agree (6)

■ Agree (5)

# Commoditization

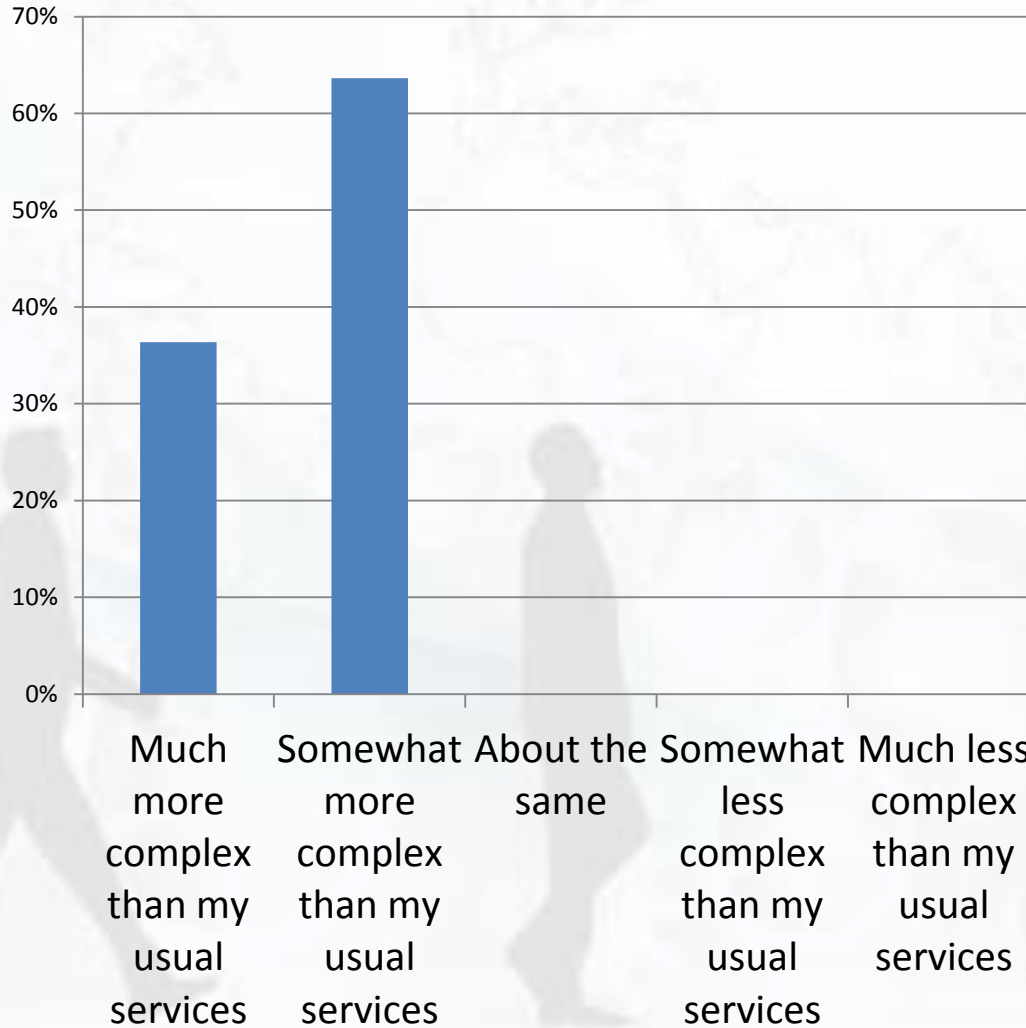
*Almost any service can be commoditized to some degree.*



■ Agree

■ Disagree

# Complexity



# Thank you



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