

Case Study

**A Top 10
U.S. Bank**

Vendor Management

The client, a Top 10 US bank holding company, having been involved in numerous mergers and acquisitions over the last few years, needed to more effectively understand and manage its vendor relationships and leverage its position as valued customer to reduce costs and increase oversight.

CHALLENGE

- Vendor portfolio had grown too large due to mergers and acquisitions
- No standard method of defining and managing preferred vendors
- No consistent way of tracking or enforcing policy compliance
- No enterprise view of the bank's vendor portfolio ; concerns about redundancies and other unnecessary costs
- Management costs were too high and price leverage was too low

WHY ABEAM?

- ABeam's banking and technology domain experience
- Client confidence in ABeam to anticipate risks, escalate issues, and keep stakeholders informed
- Ability to define a vendor efficiency program and management processes

SOLUTION

- Identify and document entire vendor portfolio
- Define a standard preferred vendor profile and group current vendors
- Determine potential vendors to eliminate
- Vet changes with IT and lines of business
- Review remaining vendor contracts to identify potential areas to leverage relationships
- Develop processes, procedures, tracking and reporting activities

REAL BENEFITS

- Consistent identification and handling of valued vendor relationships
- Reduced management cost
- Higher value vendor engagements
- Ongoing oversight to ensure future compliance

