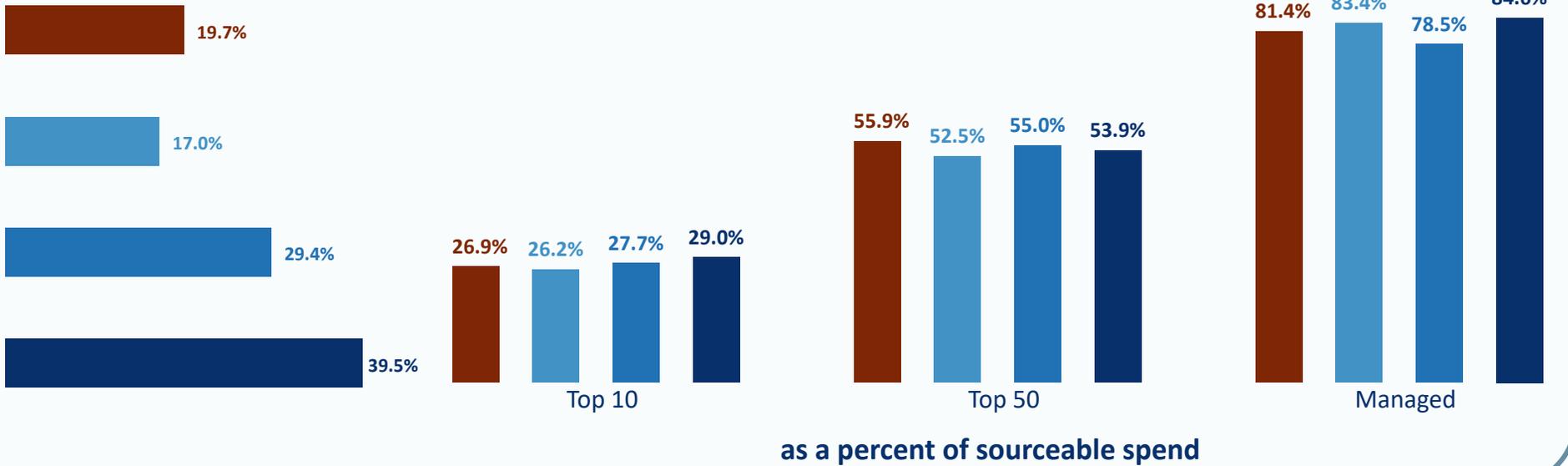


## Company X



### Spend Metrics

Sourceable spend as a percent of revenue



as a percent of sourceable spend

| Supply Management Operating Expense Metrics | Average of Supply management operating expense as a percent of revenue | Average of Supply management operating expense per supply management FTE | Average of Supply management FTE per \$1 billion in sourceable spend |
|---|--|--|--|
| <b>Company X</b>                            | <b>0.11%</b>   | <b>\$66,572</b>  | <b>85</b>  |
| Financial Services                          | 0.09%  | \$134,219  | 51   |
| Services                                    | 0.12%  | \$135,861  | 37   |
| Total Participants                          | 0.32%  | \$153,365  | 74   |

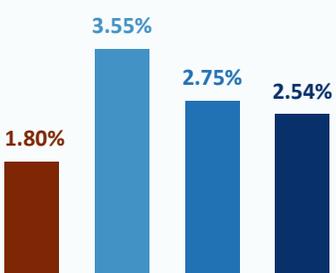


### FTE vs. Spend Comparison

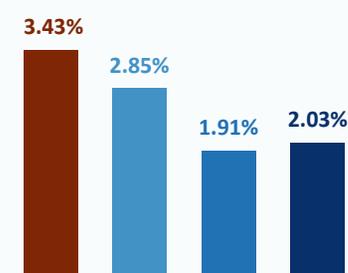


### Performance Metrics

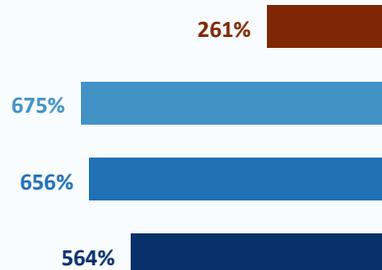
Cost reduction savings as a % of managed spend



Cost avoidance savings as a % of managed spend



Supply management return on investment (ROI) (cost reduction only)



Supply management return on investment (ROI) (cost reduction + avoidance savings)

