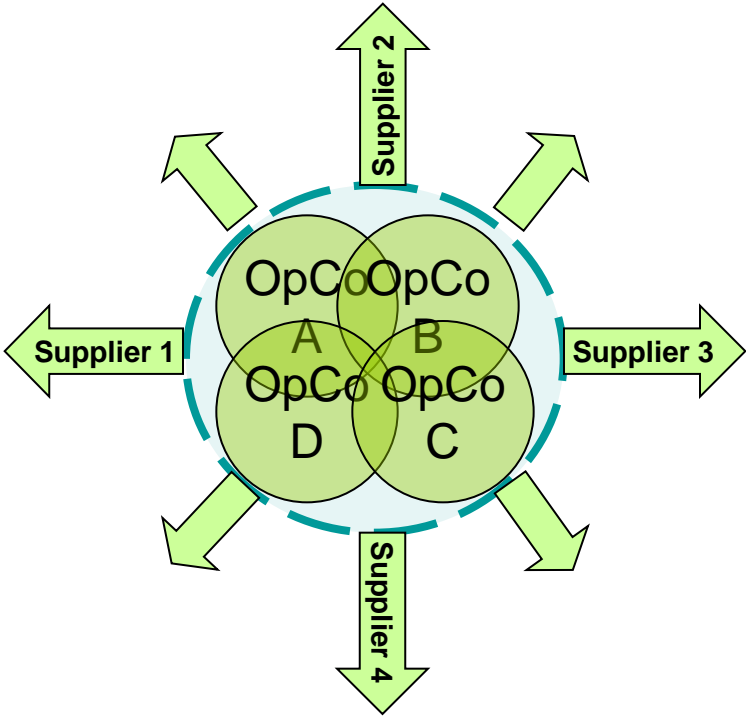
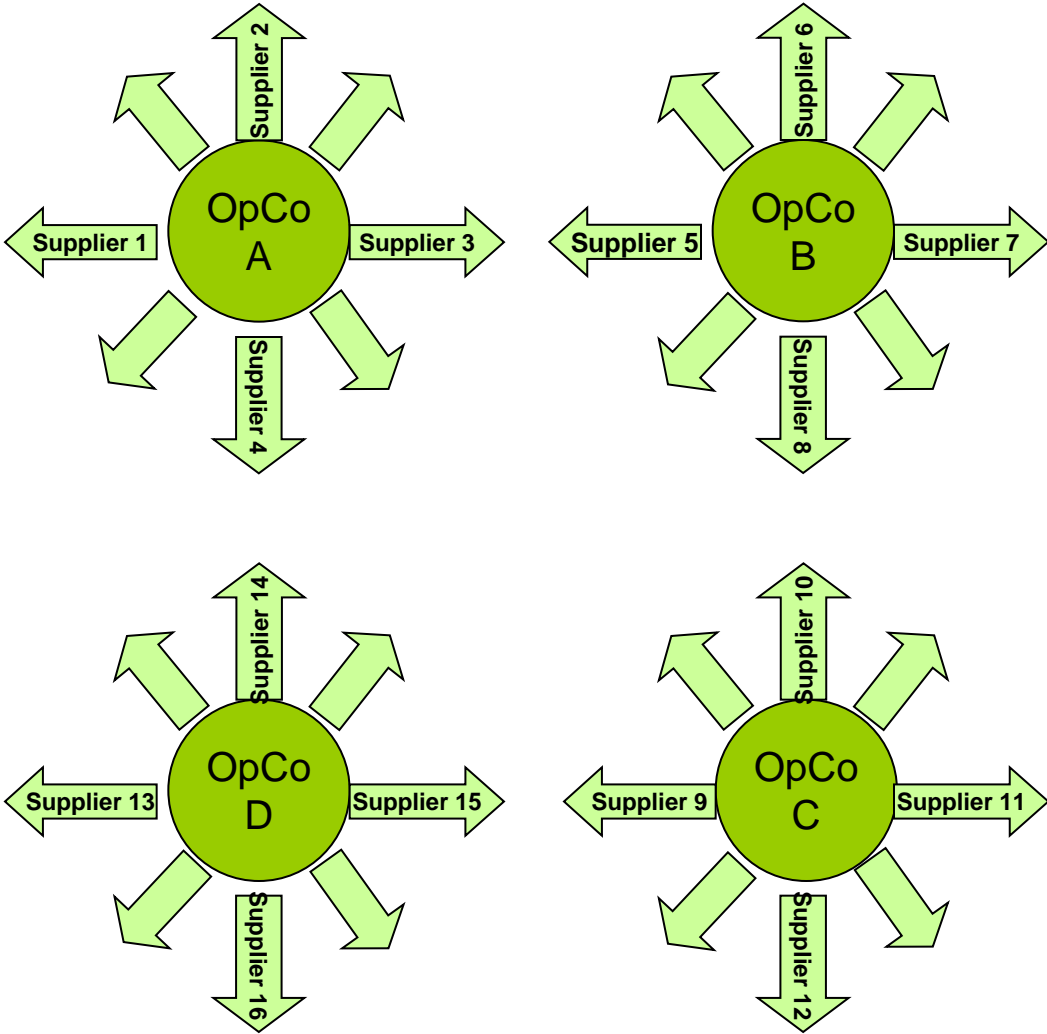


# Sourcing Rationalisation

An overview of the Hogan Lovells approach



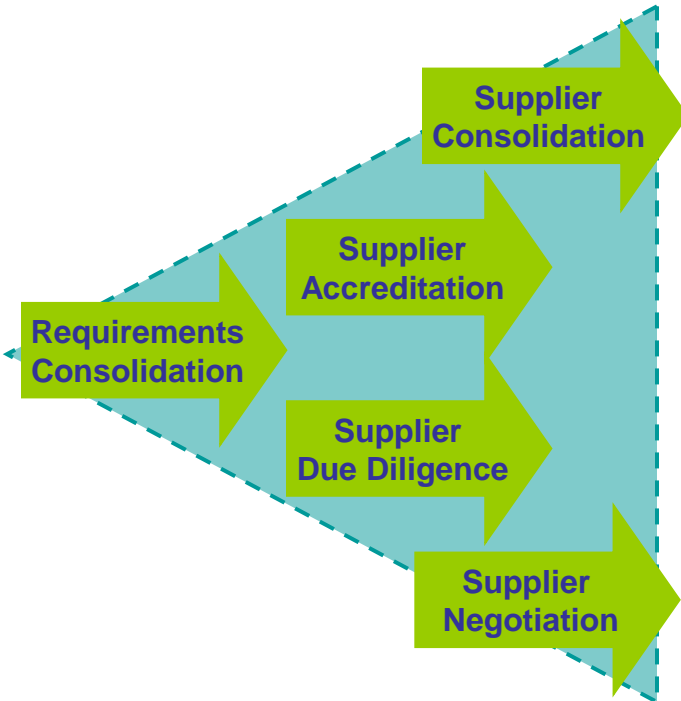
# Rationalisation



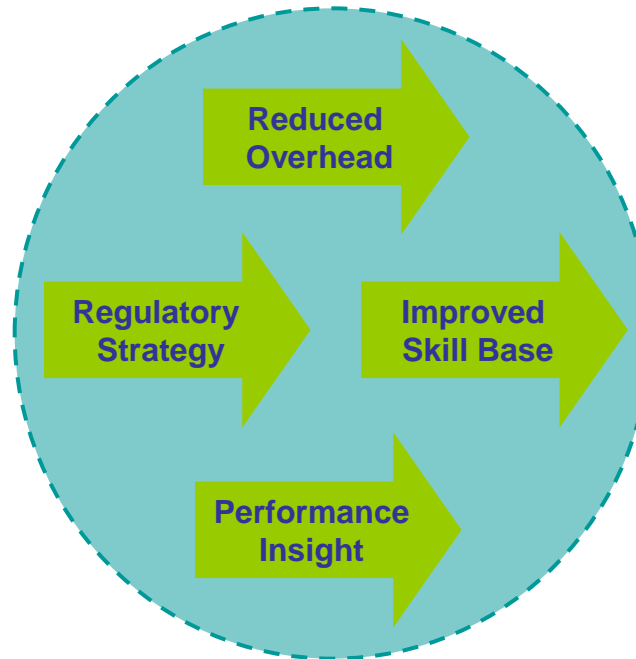
*Consolidating procurement simplifies operations and supplier relationships.....*

# Drivers

## UPSTREAM



## HUB

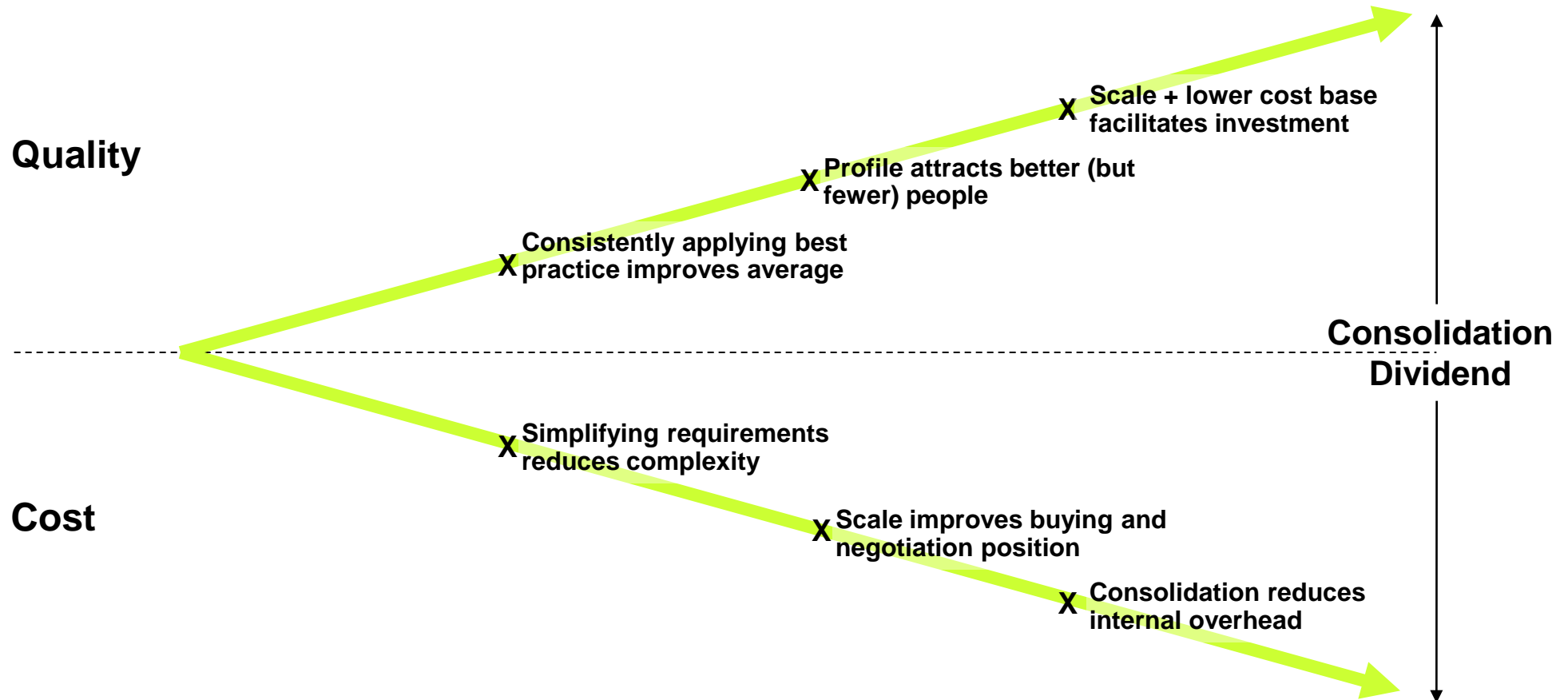


## DOWNSTREAM



*....well executed it can drive value throughout the supply chain, through concentration of internal expertise within a focussed hub and improvements into the core operational business....*

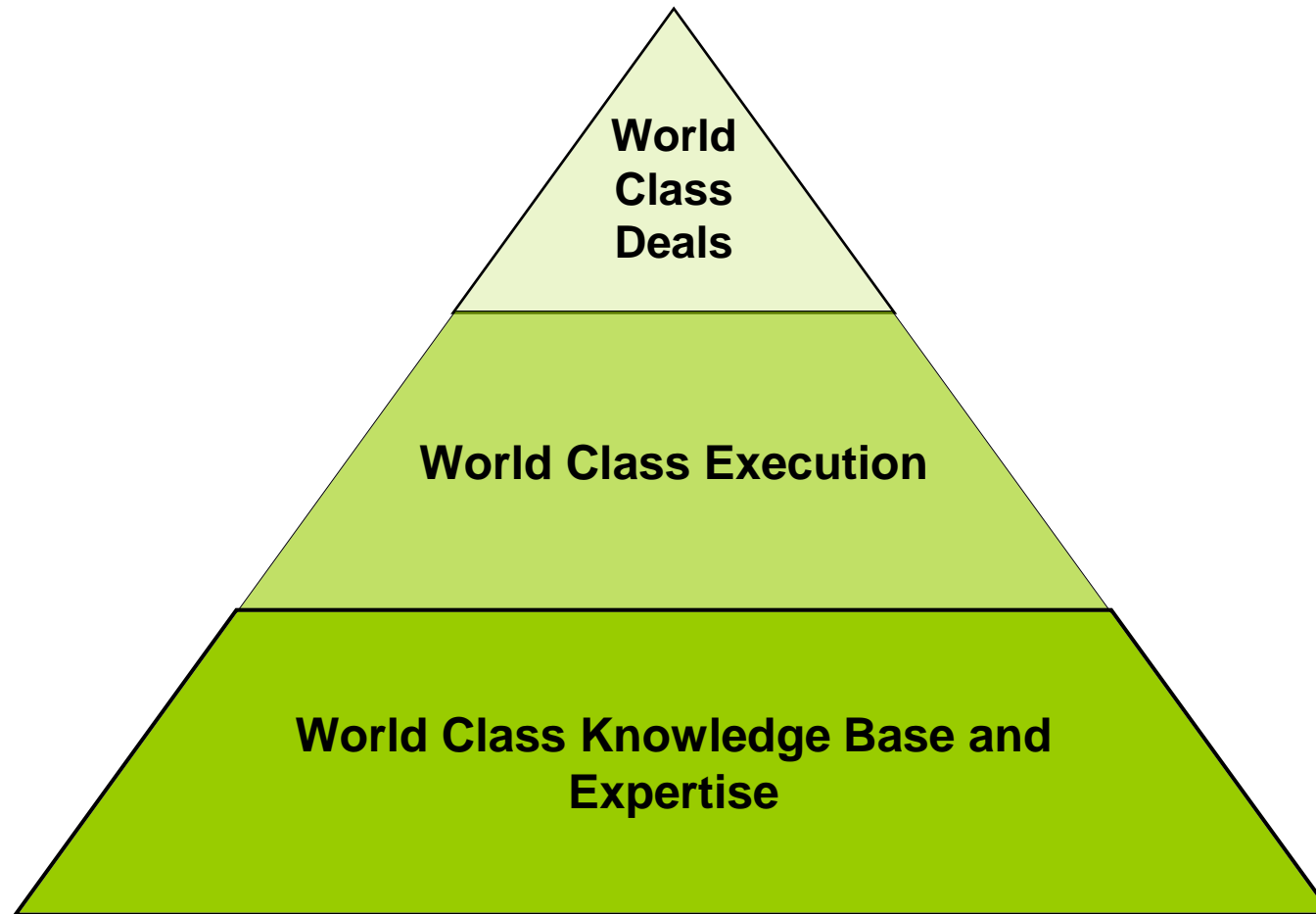
# Rewards



*....to deliver significant benefits from doing the job both better and cheaper.*

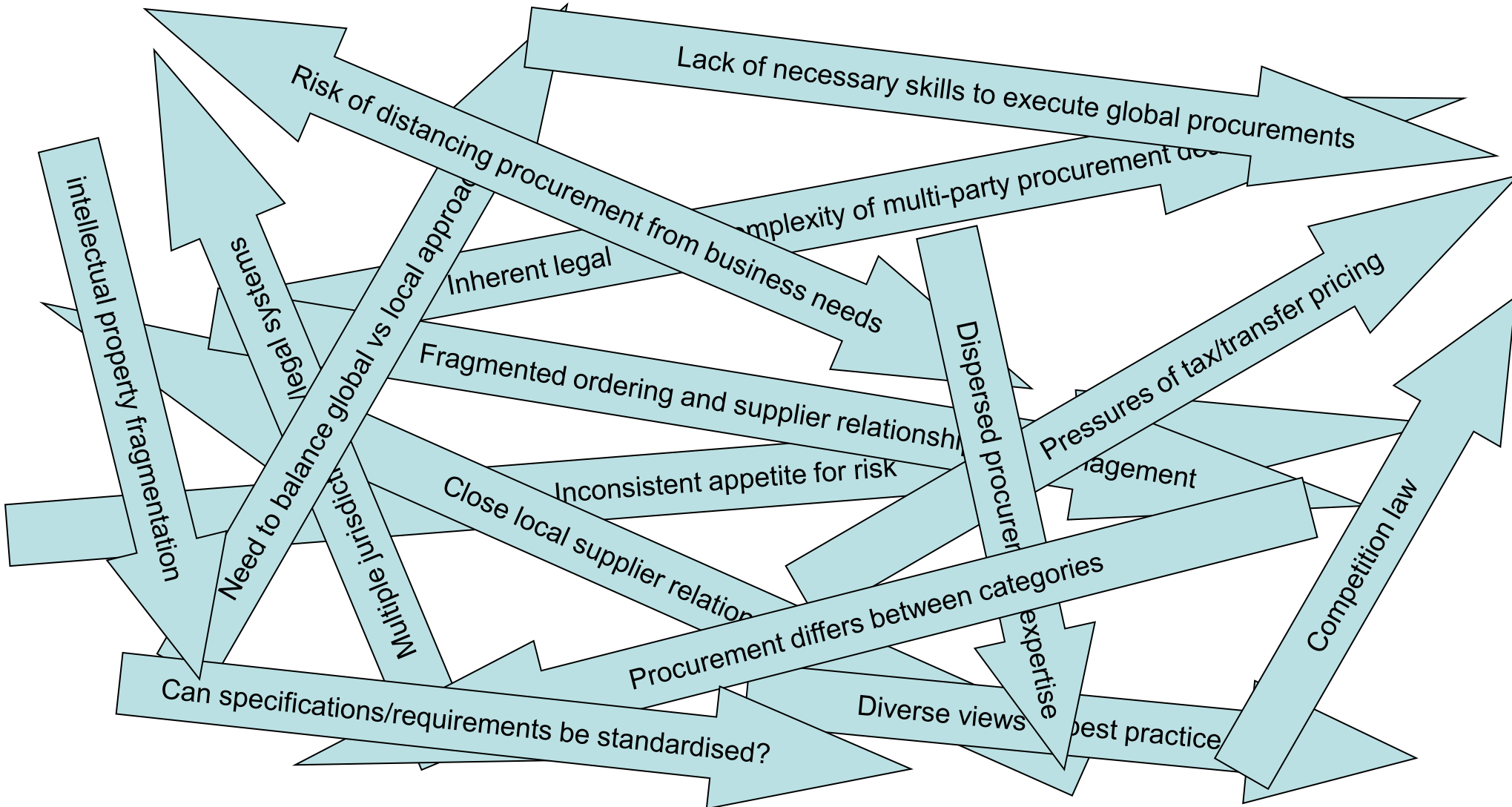
# Paradigm

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*The desirable qualities in steady state are clearly identifiable....*

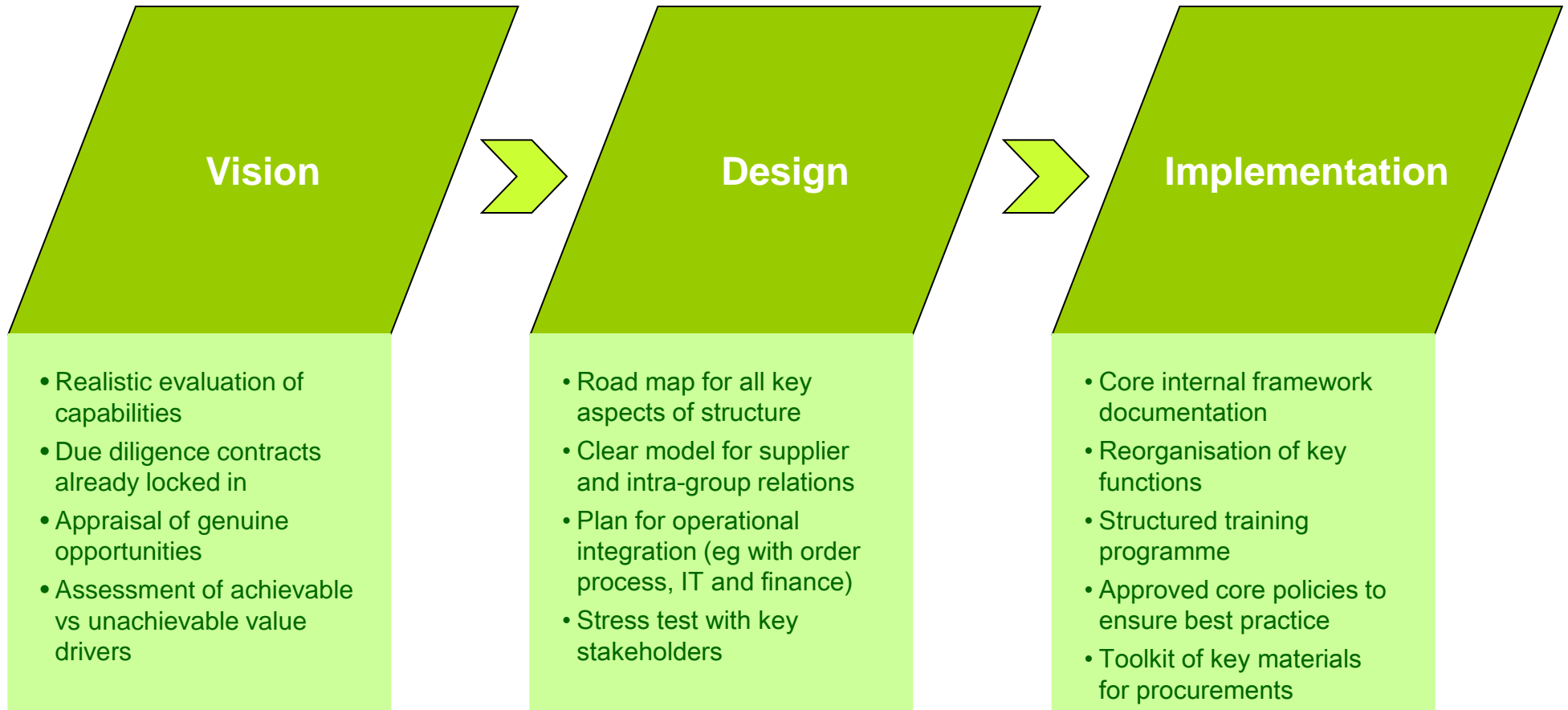
# Threats



*.... but a multitude of factors make this difficult to deliver in practice and risk making projects longer, more costly and less effective than they should be....*

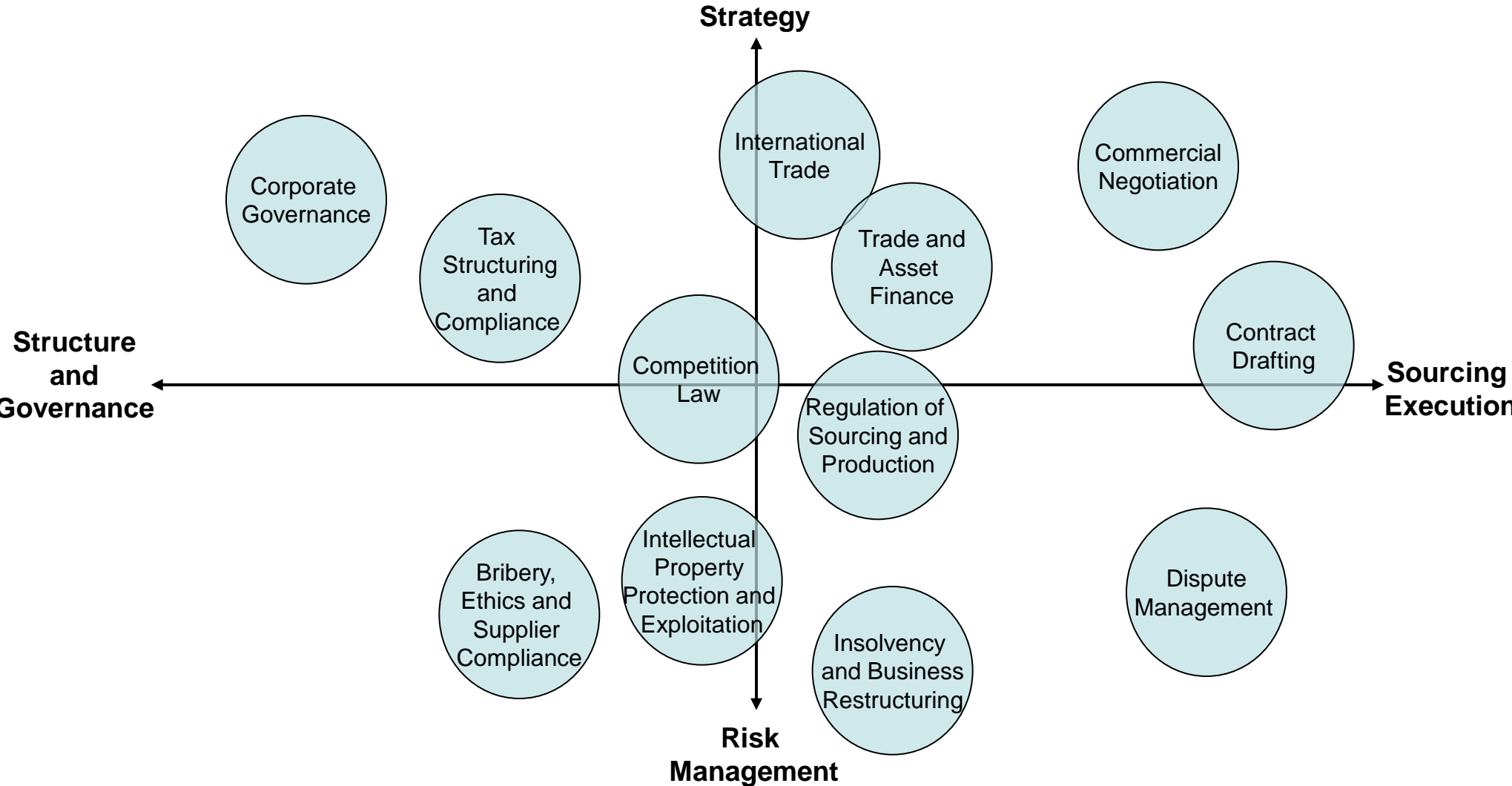
# Delivery

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*.... meaning delivery is a key consideration.*

# Skills

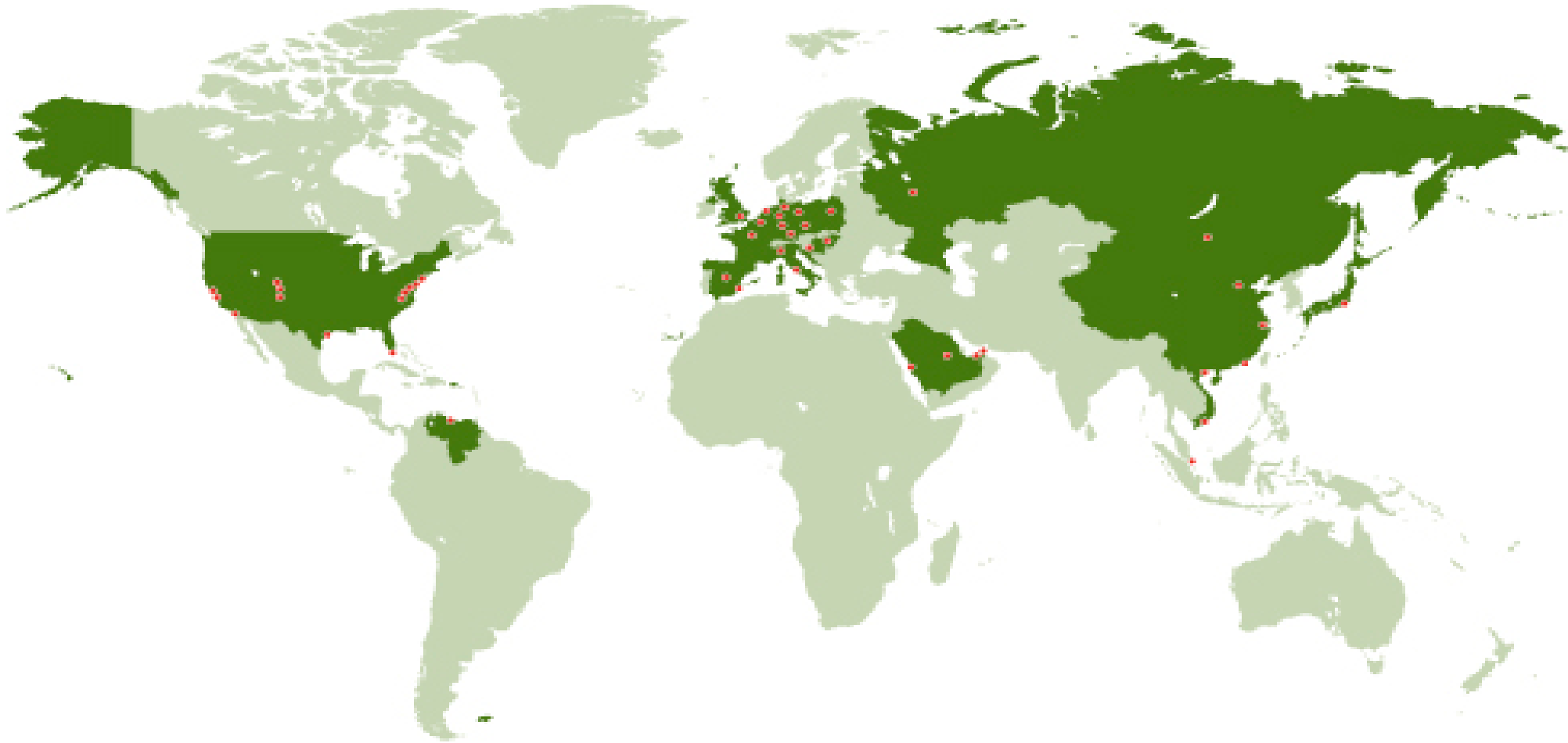


*Hogan Lovells has the full portfolio of skills and specialisations required to manage sourcing rationalisation....*



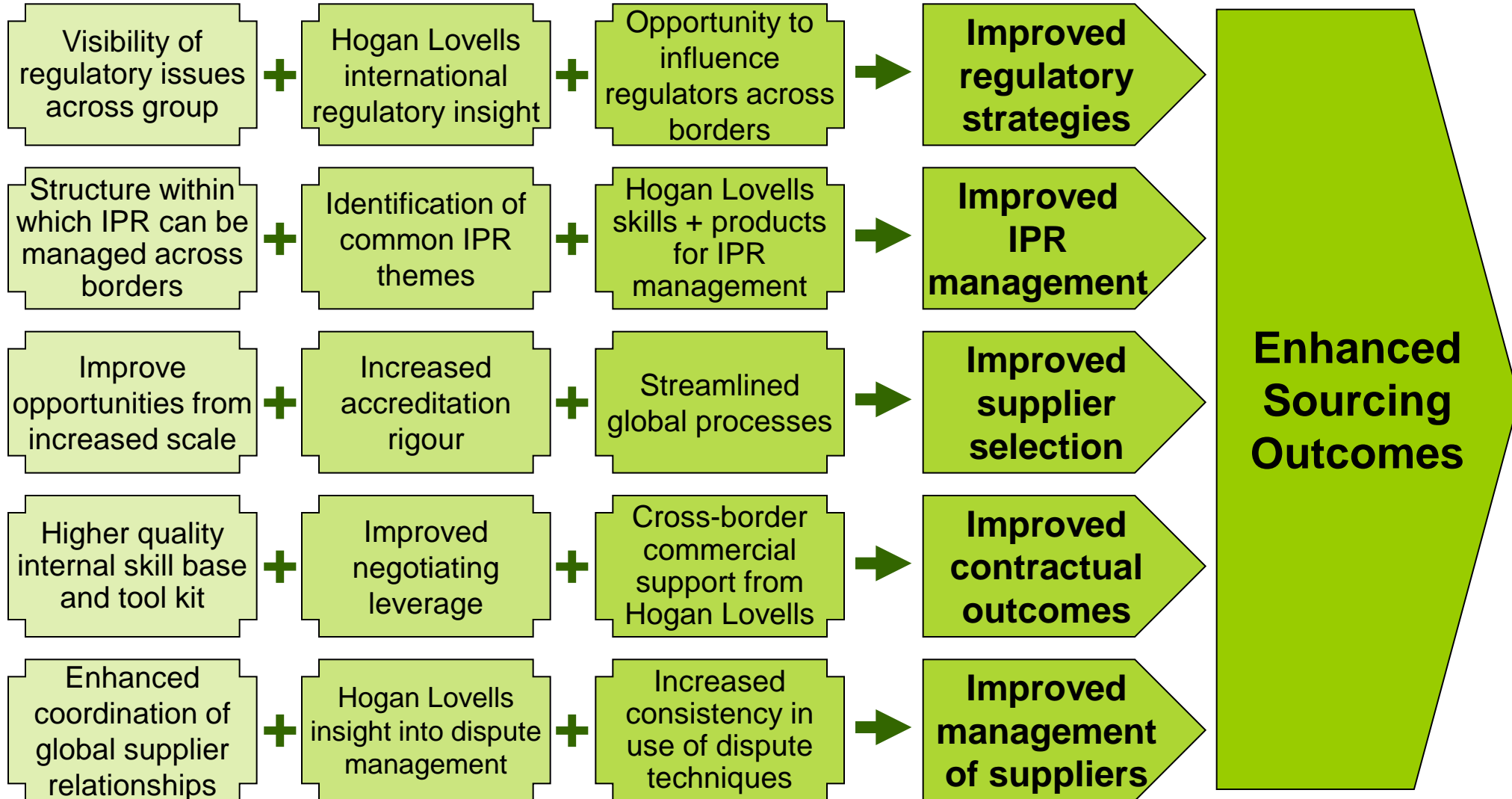
# Reach

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*.... and is integrated across the globe enabling us to support both in-country and cross border sourcing initiatives....*

# Value



*...enabling it to contribute both to building and supporting a fully rationalised sourcing operation.*