CIOReview

The Navigator for Enterprise Solutions

20 Most Promising Procurement Solution Providers 2016

The scope of procurement technology is often limited to just finding the best pricing and terms when making any IT purchase. The recent trends such as Cloud computing, IoT, and Big Data are significantly improving supply chain traceability and aiding procurement decisions or managing buyer-supplier relationship.

Industry-best practices and adequate planning is what defines a provider of procurement solutions. The injection of the most recent procurement trends has broadened the scope and reach of this arena. Leveraging technologies such as Big Data and Predictive Analytics, companies are able to predict and plan their procurement needs. The Cloud has allowed organizations to streamline their orders and bring transparency across supply chains. Cyber security is another factor today defining the procurement offerings, as the exposure to security threats continue to escalate. Improvements in spend management and e-Procurement systems are shaping the procurement arena, allowing swift purchasing activities and a better experience. Following an adaptive sourcing approach helps ensure there is adequate room for integrating the current trends, relevant to the procurement arena.

In this edition of CIOReview we present to you the 20 Most Promising Procurement Solution Providers 2016, featuring the best solution and service providers offering tools and services in the procurement landscape. The companies featured in this issue have exhibited extensive business process knowledge combined with innovative strategies. A distinguished panel comprising of CEOs, CIOs, and analysts including CIOReview editorial board have selected the top companies that are at the forefront of tackling challenges in the procurement landscape.

We present to you CIOReview's 20 Most Promising Procurement Solution Providers 2016.

NPI

recognized by **CIOReview** *magazine as*

20 MOST PROMISING PROCUREMENT SOLUTION PROVIDERS - 2016

An annual listing of 20 companies that are at the forefront of providing procurement solutions and impacting the marketplace

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Company:
NPI

Key Person:
Jon Winsett
CEO

Description:
NPI provides vendor-specific pricing, licensing/subscription and negotiation intel to help companies optimize the outcome of every IT sourcing transaction

Website:
npifinancial.com

NPI
Actionable Intel for IT Buyers and a Vision for IT Sourcing Transformation

Few areas of procurement have grown as much as IT sourcing over the last few years. As enterprise IT initiatives have increased in both scale and complexity, so has the risk of overspending. That's driven many companies to think twice about how they validate whether they're getting a good deal for their largest IT purchases.

"If you don't want to overbuy or overspend with vendors like Microsoft or Oracle, you need a PhD in the hundreds of different licensing and subscription permutations available to you, as well as the pricing and terms for each. Most companies don't have this expertise in-house. There is no Kelley Blue Book for IT buying," says Jon Winsett, CEO, NPI.

NPI closes this knowledge gap to help companies optimize their IT purchases and renewals. Backed by a network of more than 200 vendor-specific experts, the company provides benchmark pricing analysis, licensing/subscription optimization expertise and transaction-specific negotiation intel. According to Winsett, "It takes all three to move the needle." The company's clients include over 50 Fortune 500 companies, and more than 400 large and medium-sized enterprises.

Last year, Atlanta-based NPI reviewed more than $1.5 billion in IT spend. On average across all clients, the company finds material savings opportunity for 65 percent of the transactions it reviews—with savings ranging generally ranging from 10 to 40 percent per transaction for new purchases, and from 6 to 14 percent for renewals. Through NPI's intel and guidance, most clients realize aggregate savings of seven- to eight-figures. These savings can be reallocated to unfunded IT projects or drop directly to the client's bottom line.

Driving inefficiencies out of the purchasing process to provide best-in-class pricing and terms, NPI makes sure that "the client is getting a good deal, and if not, a roadmap for how they can achieve it," as described by Winsett. "Because of our insight into how individual vendors make pricing decisions and what motivates them to concede, we know exactly how clients should structure deals to make sure the total cost is minimized. We make recommendations in real-time as clients are engaged in the final stretch of the negotiations with the vendor."

> ## Because of our deep vendor intelligence, we know exactly how clients should structure IT purchases to make sure the total cost is minimized

Winsett is quick to point out that it's not just savings the NPI team delivers: "Misalignment between IT and IT sourcing is a common issue for most enterprises today, and vendors profit from it. We teach our clients how to align these functions so they can deliver the most value to their business."

The culture at NPI plays an important role in how the company brings value to its clients. A strong culture of "working hard and having fun" has earned them a consistent ranking as one of the best places to work in Atlanta. "Every quarter and every year, we hold ourselves accountable to specific goals—many of them client-service related. Teamwork and collaboration are highly valued, and we have fun striving to reach goals together. We bring that energy to our client interactions," says Winsett.

Looking ahead, a focus on IT sourcing transformation is what shapes NPI's future roadmap. After providing sourcing analysis and intelligence for over ten years, "we are focusing on not just the 'what' but the 'how' required to keep IT sourcing organizations operating at the highest efficiency level," concludes Winsett. "We are very excited about where the market and profession are heading. A new age of IT sourcing is upon us, and we're happy to be a part of it." CR

Jon Winsett