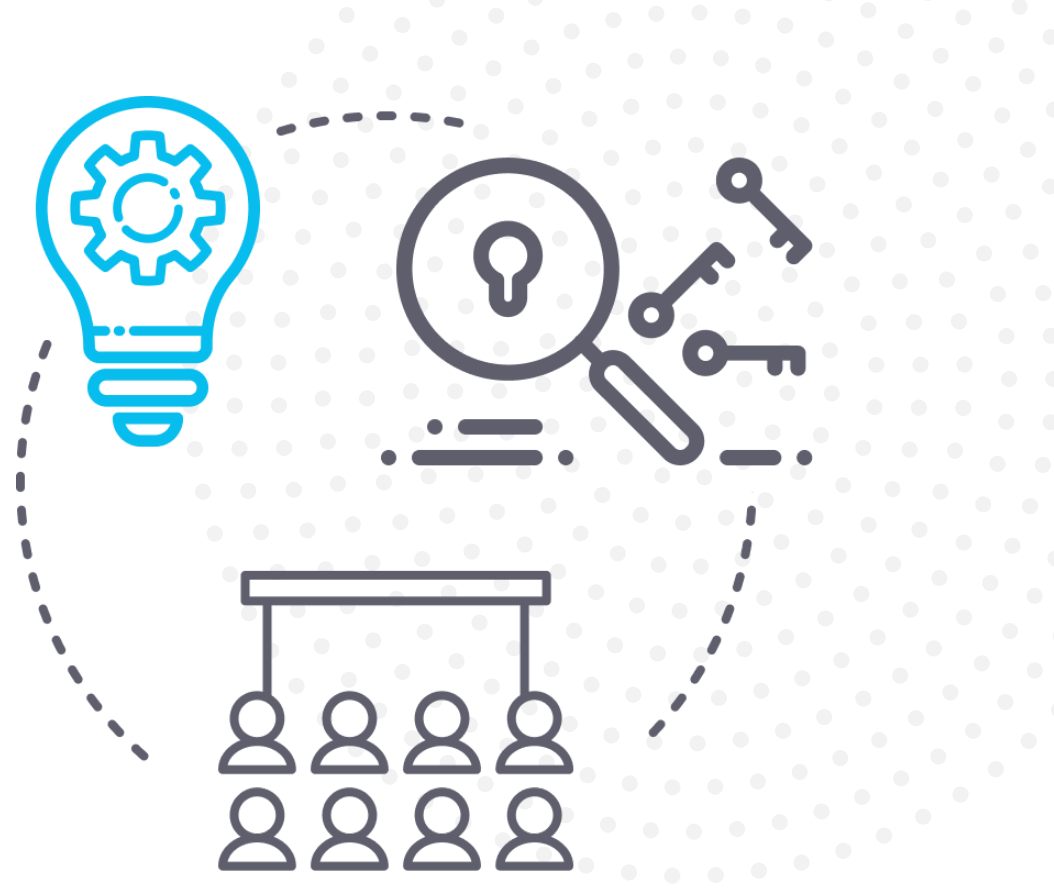


Terzo Delivers 420% ROI for Pre-IPO Startup

A successful silicon valley tech startup in the Pharma industry lost \$4.5M by missing contract renewal opportunities with its most important suppliers. This represented 7.5% waste on annual supplier spend. Contract renewals were not being prioritized and there was no renewal deadline visibility. Opportunities to optimize the supplier portfolio were being missed. Terzo modernized the process with contract intelligence and automated alerting and renewal workflows. The company has achieved zero renewal breakage today resulting in immediate cost savings.



Business Challenges



Rapid Growth

The startup, founded in 2013, grew rapidly from nine to 240 employees. Like many high growth startups, the company invested heavily in R&D, product, sales, and marketing, but did not invest significantly in financial operations and procurement.

Suppliers and business spend outgrew the team, resulting in missed opportunities.



Contract Insights

The company's supplier management was very reactive.

Procurement and finance teams did not have access to specific contracts and the most important aspects of the terms. The team was struggling with auto-renewals, price increase elevator clauses, product/services SKU changes, support SLAs.



Vendor Management

Supplier relationship management and supply chain visibility were not high priorities until things were a mess.

The Company needed a single platform to rapidly develop vendor management strategies and implement them with no-code workflows and tracking.



Operations & Legacy Technology

The procurement and finance teams had ERP and P2P.

These systems have critical gaps and were not performing for the team for contract renewal management, supply chain visibility or vendor management.

Terzo integrates with ERP and P2P systems and fills the gaps.

Terzo Solutions



Vendor 360

With Vendor 360, high-growth and pre-IPO startup management teams can visualize their entire vendor relationship ecosystem through Terzo Vendor Hub. Terzo's intelligent Vendor Hub platform provides a holistic view of strategic vendors and suppliers. This allows teams to understand the portfolio and improve business outcomes through collaboration and reduction of low value tasks.



Contract Intelligence

Contracts are usually locked up with the legal department in a silo or spread out over emails, shared drives and spreadsheets in various draft and final forms. For high-growth companies, Terzo centralizes contracts to increase visibility and surface key data for the non-legal professionals who procure from and manage suppliers. When the people responsible for managing relationships have the right data in-line with their workflow, the organization wins.



Spend Insights

Understanding actual vs committed spend usually happens months to quarters in arrears. High-growth startups don't have that kind of time. With spend integration from the ERP system, the startup was able to see actual vs committed spend in the same month, keeping budgets on-track and eliminating unpleasant meetings for the CFO.

Results



Return on Investment

420% ROI realized < 12 months from adopting Terzo. Key driver: contract renewal alerts, procurement and vendor management workflows.



Cost Savings

The company reduced missed renewals to zero, while standardizing and automating renewal procurement workflow. This allowed reassignment of two staff and mapped more cross-functional team members into key parts of the procurement workflow, increasing collaboration and productivity.



Proactive Vendor Management

The company reversed its unsuccessful, reactive approach to vendor management by adopting Terzo and creating an alert-driven, proactive approach. The team developed standard processes for renewals and also implemented alerts for systematic, periodic vendor review.



Seamless Integrations

Terzo easily integrates with systems already in place including DocuSign, SAP, and ServiceNow, as well as many third-party applications. Terzo is a true Vendor Hub because it works with the other enterprise applications you already use.

Learn how Terzo can help your pre-IPO or high-growth company adopt efficient, proactive vendor management.

Schedule a demo today!
Visit www.terzocloud.com

About Terzo

Terzo empowers enterprises to unlock strategic opportunities hidden within their vendor ecosystems. Through its Vendor Relationship Management (VRM) platform, enterprises gain insights that allow them to drive innovation, improve governance, increase collaboration and optimize performance. To learn more about Terzo, request a demo at terzocloud.com.