

Prepared for:

TSLClient
December 3rd 2008



Enterprise Prospecting Solutions for IT Companies

Lead Report

PROSPECT

Sir William PROSPECT Square
Frimley
Camberley
Surrey
GU16 8QD
United Kingdom

Lead Rating: A Lead



Enterprise Prospecting Solutions for IT Companies
www.tsleads.com

Prepared for: TSLClient

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Company Information:

Target Company:

PROSPECT

Address:

Frimley
Camberley
Surrey
GU16 8QD
United Kingdom

Telephone:

Revenue:

£3.5 billion

Web site:

Employees:

20,300 (UK)

Industry:

Retail, Electrical Technology and Services

Business Development Specialist:

Mr. Tom Baker

Business Description:

PROSPECT is a leading technology company providing innovative solutions to address issues in industry, healthcare, energy and the environment. Its wide range of products and services stretch to the Construction, Energy, Healthcare, Events, Public Services, Retail, Transport, Domestic Appliances, Mobile, Computer and Smart Technology sectors.



Initiative Summary:

Next Step:

Mr Feenan, Senior Procurement and Logistics Expert for PROSPECT, has requested further information on TSLClient's Contract Management capabilities and would like to review the information provided by TSL via email. Mr Feenan stated that he will contact TSLClient to discuss further and arrange a further conversation with an expert consultant. Mr Feenan agreed that if he does not call within the next week, he would appreciate a call being made by TSLClient directly, on Wednesday 10th December 2008 at 2pm, and has provided his direct line number.

Initiative:

Mr Stephen Feenan, Senior Procurement and Logistics Expert, stated that PROSPECT is a SAP customer. The company is currently using SAP to manage its main supplier contracts and conducts spend analysis through the SAP system. It is not currently using a dedicated E-Sourcing system such as SAP E-Source and is using system called click4business to manage its main suppliers. According to Mr Feenan, this system will manage its main Suppliers and provide spend details that are exported to the finance system. Mr Feenan stated that PROSPECT is currently interested in reviewing contract management systems to manage its main supplier contracts in the UK and also company wide. Currently PROSPECT manage over 23000 Suppliers in the UK, and over 300,000 globally.

Evaluation Criteria:

Mr Feenan stated that they are interested in reviewing a Contract Management application which will access initially, 200 main contracts suppliers for direct spend, and the same number for suppliers of indirect spend. Mr Feenan stated that ideally, the system would manage up to if not beyond 80% of its supplier contracts within the UK. Mr Feenan stated that this system would ideally be installed in the UK first, as a system to manage the company's supplier contracts and would be accessible company wide. Mr Feenan confirmed that if this solution proves successful that the system would be initially accessed by 20 main users within the UK, after which it is intended to extend the access to global offices. According to Mr Feenan the ideal system would allow the users, such as Professional Buyers to have access to the system editing and inputting new contract data. Mr Feenan would like to see a system such as this accessible company wide to all procurement users, so that all of the staff within PROSPECT may be able to view the supplier contract information and conduct reporting on this data.

Reason for Purchase:

PROSPECT currently access the bulk of its internal supplies through main suppliers on an online system called click4business. PROSPECT is using the SAP system to manage spend analysis with all of its suppliers and this management is accessed company wide through the centralised SAP system. Currently PROSPECT is not using a dedicated contract management system to allow input of new suppliers and supplier contracts to their system. Mr Feenan informed TSL that the company is consistently adding new suppliers to its database and their contract information cannot be entered each time a user wishes to input a supplier. As such they cannot conduct compliance related enquiries or review contract information easily for each supplier. PROSPECT is currently looking for a contract management system that will import all of its main supplier contracts into one centralised system company wide.



Purchasing Dynamics:

Decision making Process

Mr Feenan is the Senior Procurement and Logistics Expert for PROSPECT and is directly responsible along with other members of staff for the evaluation of procurement software for PROSPECT and is responsible, along with members of the Executive team, for final decisions in this regard.

Budget

Mr Feenan stated that there is a budget set aside for the implementation of a contract management system but did not wish to disclose the amount

Timeframe

Mr Feenan confirmed that a contract management system would ideally be implemented within the company as soon as possible.

Contacts:

Name: Stephen Feenan
Title: Senior Procurement & Logistics Expert
E Mail: stephen.feenan@
Info request: yes
Info Type: Email
Info Sent: 3rd December 2008

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