



<<NAME>>  
<<TITLE>>  
<<COMPANY>>  
<<STREET ADDRESS>>  
<<CITY STATE ZIP>>

Dear <<NAME>>,

We are writing you because one of your team members participated in a industry survey measuring the efficiency of spend management practices. We took that response and compared it against responses from 50+ companies of like size and structure in your industry.

The survey included:

- Top challenges facing Supply Chain/Procurement
- % of spend under management
- Top spend management goals for this fiscal year spend visibility; direct and indirect
- Spend analytics as a tool to increase profitability
- Effect of spend management tools in driving compliance
- Effect of multinational locations on spend management

Based on your company's response, we are confident that it would benefit from the insight into the best practices for spend management. Additionally, we believe you'll find the results to be useful information. Because your company took the time to participate, we will gladly share the survey results and our insights without cost or obligation.

Let's set up a call to discuss our findings and some of the relevant best practices for spend management at your earliest convenience. Our call will be grounded in specific case studies where companies were able to successfully address areas where getting spend under management had been previously problematic and the practical application of technology and processes.

Please plan for a 15-30 minute call. If you prefer, we can present our findings/insights personally. We will follow up shortly to schedule.

Respectfully,

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