

Access and Adoption

Finance, Legal, and Consulting

Finance		Legal		Consulting	
Corporate Cards	Audit Services	Immigration	Tax	Finance	Human Resources
Tax Prep	Check Writing	Patent	Liability	Management	Public Relations
Contingent Staff	Debt Recovery	Labor	Contract	Organizational	IT

Finance, Legal, and Consulting Adoption Continuum



Primary Responsibility: To create and maintain strategic relationships while ensuring stability and corporate compliance.

Key Issue / Sensitivity: Highly strategic responsibilities have afforded these groups the power to resist procurement efforts. Despite this fact, there are a significant number of opportunities for creating cost efficiencies while mitigating risk in the CFO's arena. While highly complex, the historic absence of transparency in these categories has resulted in strategic sourcing projects identifying unprecedented savings.

Effective Solution: Be patient – it's harder to penetrate here than elsewhere.