

# Achieve High Performance with Source-to-Pay Outsourcing

Driven by new business opportunities, emerging threats and disruptive forces, executive boards, CEOs and CFOs are launching digital transformation initiatives to enable their enterprises to survive and grow.

Enhancing supply chain processes including source-to-pay systems is a critical part of such transformation projects. In response to this scenario, Canon Business Process Services offers source-to-pay (S2P) services that can help your company reach the highest levels of performance.

Canon's source-to-pay outsourcing delivers immediate impact through operational improvements while helping to create and deliver a roadmap for the digital transformation journey.



## Canon Source-to-Pay Outsourcing Services

Our holistic approach to delivering sustainable results



### Strategic Sourcing & Procurement

Supplier/Catalog Management, Spend Analysis, RFx Management, Bid Collection, Decision Optimization, Order Processing, Help Desk, Long Tail Spend Management

### Accounts Payable

Invoice Processing, T&E Management, Exception Reporting, Help Desk

### Working Capital Management

Dynamic Discount Program, Supply Chain Finance

SELECT BENEFITS: Governance | Regulatory Compliance | Risk Management | Analytics

BUSINESS PROCESS OPTIMIZATION: Workforce Management | Process Design | Technology | Performance Management | Flexible Service Delivery Models



#### Contact Us

Call 1-888-623-2668 to learn more about the increased performance that can be achieved from a holistic source-to-pay process or visit [cbps.canon.com](http://cbps.canon.com).

## Our Comprehensive S2P Services

CFOs face challenges with their S2P transformation initiatives. These challenges typically fall into the three categories of people, process and technology. Our comprehensive S2P outsourcing services address each of these categories.

### PROVIDING THE RIGHT PEOPLE

To succeed in the S2P arena, business leaders must attract and retain talented individuals who have the skills to deliver top performance. Backed by years of experience as an outsourcing provider, Canon has the capability to relieve you of the burden of recruiting, managing and retaining top talent to support your S2P transformation initiatives. As illustrated in the diagram on the previous page, we have the expertise to secure the right people who can drive high-quality results in three key areas: strategic sourcing and procurement, accounts payable and working capital management.

### LEVERAGING THE RIGHT PROCESS

We can help your organization reach its S2P goals by leveraging our approach to process design and implementation. Canon's methodology, calculated to help our clients achieve operational excellence, spans five elements:

- **Customized Solutions**

One way we deliver operational excellence is by providing a greater level of customization than competitors, integrating more tightly with your culture and technology when implementing an S2P solution.

- **BPO Value Cycle**

Our approach to delivering operational excellence spans five steps along the Business Process Outsourcing value cycle: assess and analyze, design process, transition, manage operations and improve and control. On this path you journey from the current state of your S2P process to a desired future state, which includes continuously improving your S2P workflow.

- **Quality Management**

Hundreds of our specialists have completed Six Sigma training. These professionals monitor outsourced S2P processes in order to help you improve operational efficiency by uncovering and eliminating inefficient practices as well as continuously improving performance.

- **Integrated Service Delivery**

Our integrated global service delivery model enables you to run your S2P processes more efficiently. We can deliver services onsite at your location; offsite in our U.S. business processing centers; and offshore via our Manila-based operations, leveraging different time zones for faster cycle time and lower cost.

- **Transition Methodology**

When we begin a transition, our goal is that every person in your organization notices a positive difference from day one. Our ability to meet this objective is based on successfully implementing comprehensive transition plans at numerous client installations.



## IMPLEMENTING THE RIGHT TECHNOLOGY

Based on the expertise of our people and the flexibility of our process design and implementation methodology, Canon has the flexibility to leverage your existing S2P technology. If you don't have a solution, we can provide one. This includes an assessment in which Canon reviews current technologies to provide recommendations for maximizing your existing system, introducing complementary technology or adding new tools.

Our capacity to deploy the right technology for your needs is bolstered by our partnership with Tradeshift, the world's largest business-commerce platform. Leveraging Tradeshift's platform gives Canon a strong market differentiator in helping clients transform their supply chain including source-to-pay processes. Our combined offering of outsourced services and technology can allow your organization to achieve best-in-class benchmarks while focusing on your core business.

## Potential Benefits of Transforming S2P Processes

Based on our industry research and work with clients, any transformation initiative is about achieving results. Organizations that have successfully enhanced their S2P processes have realized these benefits:

- Reduction in S2P cycle times
- New discounts in addressable spend
- Improved supply-chain health
- Reduction in processing costs
- Increased spend under management

Along with these meaningful benefits, the Canon source-to-pay delivery model enables a scalable infrastructure for growth that includes: designing new workflow processes; enabling a greater level of visibility into spend; instituting a governance model; providing flexible teams that can be located onsite, offsite and/or offshore; managing your workforce; and implementing state-of-the-art, best-in-class technology.

Call 1-888-623-2668 to learn more about the increased performance that can be achieved from a holistic source-to-pay process or visit [cbps.canon.com](http://cbps.canon.com).

## About Canon Business Process Services

Canon helps clients enable business agility, digital transformation and lead an increasingly evolving workforce. We solve these challenges by leveraging our experienced team backed by Six Sigma expertise and best-in-class technology. With professionals across the US and in the Philippines, we have been named a Global Outsourcing 100 Leader in 2018 by IAOP for the twelfth straight year. Canon Business Process Services is a wholly owned subsidiary of Canon U.S.A., Inc. Learn more at [cbps.canon.com](http://cbps.canon.com) and follow us on Twitter @CanonBPO.

©2018 Canon Business Process Services, Inc. All rights reserved.

261 Madison Avenue, Third Floor  
New York, NY 10016  
1-888-623-2668