



Phases of Vendor Stewardship Engagement

Can Paradigm engage at the tactical level to improve vendor relationships, costs, etc? Certainly. And we have many ways to do so. Below however is the roadmap for optimizing the stewardship model across an organization.

- 1. Vision Alignment:** Done at the CEO/president/owner level. This alignment phase will typically require 1-2 meetings with the goal of establishing the scope of work, including identifying which work groups in the business need to be engaged.
- 2. Leadership Commitment/Workgroup Engagement.** This phase includes three tasks:
 - Sharing the Stewardship Vision with the leaders of the engaged work group(s).
 - Validating agreement on expected outcomes to ensure final statement of work completeness.
 - Identification of documentation and other support needed.
- 3. Organization Execution:** This phase is largely defined by discovery during the Vision Alignment phase. Typical deliverables might include:
 - Risk mitigation suggestions for upcoming vendor contracts
 - Recommendations on vendor streamlining for cost reduction and improved service levels
 - Opportunities for gaining valuable business partners in the current vendor space
 - Management schedule of contract renewal dates
 - Optimizing new and existing contracts in support of the organization's CAPEX and OPEX preferences

