



# Procurement, perfectly orchestrated

The unified voice of data, expertise, and AI

## Who we are

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AlixPartners' Sourcing & Procurement Transformation practice is a global team of experienced procurement practitioners, including former CPOs and industry experts. We offer a pragmatic approach and excel at partnering with all levels and functions to unlock value. Operating at pace and with a proven track-record of delivering bottom-line impact, we deliver results not theoretical playbooks and reports.

**350+** global practitioners

**\$500B+** sourced in last 10 years

**\$20B+** bottom-line impact

## What differentiates us

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### Operator Mindset, Results-Driven

- Senior teams who have led complex global transformations
- Deep category expertise across direct and indirect
- Deliver measurable savings under real constraints

### Actionable Insights, Proprietary AI Tools

- Speed across spend analytics and opportunity sizing
- Supplier identification and vetting
- Execution enablement across sourcing and DSV

### Sustainable Procurement Excellence

- S2P and operating model design
- Capability building and governance
- Embedding savings in the P&L

## What we do

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### Spend Diagnostics and Value Identification

QuickStrike® is a rapid, fact-based assessment of spend, supplier concentration, pricing, demand drivers, and leakage to identify savings and cash opportunities.

### Strategic Sourcing and Technical Cost Management

We renegotiate supplier economics across direct and indirect spend, driving demand control and technical cost (DSV) reduction to structurally lower costs and protect margin.

### E2E Supply-chain Transformation

Identification and protection of vendors essential to continuity, brand, and revenue, while restructuring non-critical spend. Restructuring demand and process improvement.

### Procurement Excellence

Rebuilding the sourcing and procurement operating model around AI, while upgrading talent, stakeholder alignment, and supplier management.

# Contents

- 1 **Volatility, data fragmentation, and margin pressures are holding procurement back**
- 2 **Introducing Corus**
- 3 **Our expertise. Digitized.**
- 4 **Key capabilities: Spend transparency and control**
- 5 **Key capabilities: Category insights**
- 6 **Key capabilities: Supplier network insights**
- 7 **Key capabilities: Integrated sourcing planning and execution**
- 8 **Proof of performance**
- 9 **Decisions and value delivered at the speed of business**
- 11 **The path to rapid value**

# Volatility, data fragmentation, and margin pressures are holding procurement back

As practitioners, we know that too much time is lost wrangling data and debating the numbers, when there is a mandate to deliver bold savings fast. Without a trusted, unified view of spend, procurement teams get stuck in manual work—leaving value on the table when decisive action matters most.

## The everyday disruptions you face

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### Constant volatility

Trade shifts, geopolitical events, and sudden demand swings are now your business-as-usual operating environment.

### Fragmented data

Spend lives in ERPs, P-cards, spreadsheets, and local files. There is no “one version” of spend, putting compliance at risk.

### Margins under pressure

Procurement is on the front line of EBITDA. You need to deliver more in cost savings, faster.

### Too manual to scale

Highly skilled teams waste hours cleaning data and reconciling versions—work that delays real action.

### Speed vs. confidence

You need to make decisions in hours, not weeks. The trade-off often comes down to moving too slowly or moving too fast on weak facts.

# Introducing Corus

Aligned. Orchestrated. Performance.

Imagine procurement decisions moving at the speed of your business—but with tangible bottom-line impact derived from decades of frontline experience. **Corus from AlixPartners is an end-to-end, AI-powered source-to-contract intelligence platform.** Designed by practitioners, this isn't just another piece of software; this is our proven expertise digitized.

## Designed by practitioners, built to drive action

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### Comprehensive, unified spend

Deep visibility into both direct-material complexity and indirect-spend breadth.

### Speed to results

Actionable analytics delivered in hours, not weeks.

### AI-powered orchestration

AI accelerates classification, should-cost modeling, and supplier discovery, guided by practitioner-designed playbooks.

### Integrated decision system

Move seamlessly from rapid insight to automated execution across the full source-to-contract journey, with centralized control at every step.

# Our expertise. Digitized.

## Setting the tone for enduring execution

Strategy alone creates recommendations. Software alone creates passive dashboards. **Corus digitizes and propels our practitioners' expertise, accelerating every stage of sourcing and procurement transformation** to deliver faster, more sustainable outcomes than consulting or technology alone can achieve.

### Faster time to value



-- 2-10x faster\*

Days to baseline. Weeks to realized savings.

### Margin improvement



-- 5-20%+ cost savings\*

where structural opportunity exists.

### Structural control and resilience

Sustainable savings and smarter disruption response for revenue protection.

## Right AI. Right Data. Right Decisions.

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Corus applies AI deliberately, where it drives real-time, measurable value—all within a framework where your data security and confidentiality remain strictly protected.

- Spend classification completed in hours, not weeks.
- Should-cost generation deployed at scale.
- Supplier discovery and evaluation executed in minutes.
- N-tier mapping to inform immediate tariff strategies and compliance.

Better decisions are the true product. Corus acts as your centralized command center, tracking realized savings and enforcing compliance long after the first wave of sourcing is complete.

\*Speed and savings ranges depend on category maturity and market conditions.

# Spend transparency and control

## One trusted spend truth—fast

Corus cuts through fragmented systems to establish a unified baseline across your direct and indirect spend. Most tools force you into an ERP-centric view. Corus categorizes spend based on how sourcing decisions are actually made.

### Key features

#### Multi-source ingestion

Streamline fragmented data from ERPs, AP systems, and BOMs into a single, trusted truth.

#### AI-driven enrichment

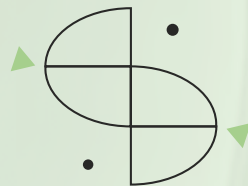
Fast, highly accurate cleansing and normalization.

#### Multi-dimensional visibility

View spend by category, region, business unit, vendor, GL, and tail spend.

#### Your impact

*Accelerate your opportunity sizing from months to days. Cross-functional debates about data quality disappear, giving you the real-time insights needed to establish sustained spend control and strict compliance adherence.*



# Category insights

## Turn data into negotiation-grade intelligence

With a baseline established, Corus translates visibility into action. The platform serves as an AI-enabled category advisor, enriched by benchmarks built on decades of AlixPartners' category experience, direct linkage to live indices and trade data, and negotiation-ready decision support.

### Key features

#### AI-assisted savings potential

Benchmark spend, identify rate dispersion, and consolidate suppliers to target margin improvements.

#### Total landed cost scenarios

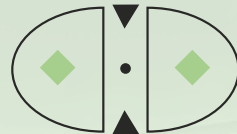
Model global trade, tariff implications, and COGS reduction instantly, powered by AI-driven should-cost models linked to live commodity indices for fact-based negotiation leverage.

#### Embedded AlixPartners benchmarks

Leverage decades of our firm's category experience for fact-based leverage.

### Your impact

*Unlock a larger, more defensible savings pool. When suppliers see transparent cost drivers, negotiations change. When tariffs shift, you can immediately re-evaluate landed costs to protect your revenue and margins.*



# Supplier network insights

## Broaden options, reveal hidden dependencies

Your strategy is only as strong as your supplier options. Corus uses agentic AI to dramatically compress the cycle time of supplier discovery and comprehensive evaluation. Mapping multi-tier supply networks, Corus unearths the critical upstream dependencies, cost drivers, and tariff exposures that traditional tools miss.

### Key features

#### Agentic AI discovery

Screen alternative suppliers by capability, geography, and scale in seconds.

#### Curated knowledgebase

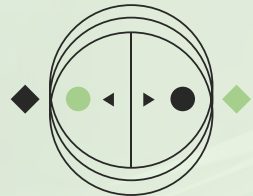
Powered by external signals and AlixPartners' proprietary database of hundreds of thousands of suppliers.

#### N-tier mapping

Gain clear visibility into origins and upstream chokepoints to ensure regulatory compliance.

#### Your impact

*Broaden your options at scale and at pace. Seamlessly activate alternate suppliers, reduce concentration risk, and shift to a strategic viewpoint of economics, risk, and ESG drivers.*



# Integrated sourcing planning and execution

From insight to award—seamlessly

Insight without execution leaves money on the table. Corus is sourcing as an operating system.

## Key features

### End-to-end RFX orchestration

Create, distribute, and analyze bids without tool sprawl.

### Bid consolidation and scenarios

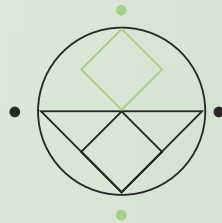
Make confident award decisions grounded in total cost transparency.

### Spend controller capability

Drive accountability, compliance, and governance workflows directly within the tool.

### Your impact

*Execute with speed and govern with discipline. Run more sourcing events in less time, capture trackable savings, and ensure the next budget cycle doesn't erode hard-won margin gains.*



# Proof of performance

Margin, resilience, and speed delivered

Corus takes you from fragmented data to measurable, real-world impact. When structural opportunities exist, our clients typically unlock margin improvement of **5% to 20%\***, establishing a stronger, faster, more strategic and sustainable procurement operating model.

## Client success snapshots



--- \$50M+

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in COGS reduction for a global industrial automation company facing raw material inflation.



--- €4M+

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in bankable benefits for a global shipbuilder mitigating inflation risk via Gen-AI cost models.



--- 14%

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unit cost reduction for a packaging distributor utilizing our AI Should-Pay models.



--- 50%

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reduction in time and complexity for a private equity firm consolidating visibility across 19 portfolio companies.

\*Speed and savings ranges depend on category maturity and market conditions.

# Decisions and value delivered at the speed of business

## Multi-tier tariff mitigation at a global beauty retailer

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### The challenge

A **\$10B+** global beauty retailer faced exposure to **200%** tariffs under Sec 232 on imported packaging and finished goods. They lacked visibility into the origin of their aluminum and steel components, facing a punitive **200%** tariff for Russia-origin material.

### The solution

Using agentic AI, we broke down **~40,000** SKUs across **200+** suppliers, conducting rapid N-tier mapping to identify metal origins and compliance confidence levels.

### The result

The client gained an immediate, actionable dashboard to optimize customs declarations, share tariff burdens via supplier renegotiations, and proactively diversify country-of-origin for high-impact categories.

## Enterprise-wide margin improvement at a global retailer

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### The challenge

A retailer with **\$5B** in sales saw declining operations and margins due to post-COVID supply chain shifts and COGS inflation.

### The solution

Leveraging generative AI cost models for thousands of SKUs and optimizing inventory levels via machine learning, we delivered rapid insights for massive vendor negotiations.

### The result

**>\$100M** in annual savings, a **10%+** improvement in margins through DVNs and RFPs, and an additional **\$27M+** margin improvement via inventory optimization.

## Generative AI cost optimization at a global shipbuilder

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### The challenge

A **€1.5B** global shipbuilding company was facing significant cost increases from incumbent vendors, threatening to push shipbuilding costs over budget.

### The solution

Using the Should-Cost module, high-value components driven by commodity markets were identified, and **75** should-cost models were built within a week—each linked to underlying commodity indices for precise tracking and negotiation insight.

### The result

More than **€4M** in bankable benefits were unlocked through incumbent renegotiation and targeted mitigation of inflation risk across multiple categories.

## Should-pay models driving cost reduction at a packaging distributor

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### The challenge

A packaging distributor with **16** locations across Mexico and annual sales of **~\$180M** struggled to identify optimal supplier pricing and needed to upskill its sourcing capabilities.

### The solution

Machine learning-driven Should-Pay models clustered thousands of SKUs by price-driving attributes, identifying optimal negotiation targets and supporting large-scale RFP processes across **30+** suppliers.

### The result

Achieved a **14%+** improvement in unit costs for targeted SKUs, resulting in **~\$5M** additional annual margin improvement.

# The path to rapid value

## Accelerating the tempo

We know the pressure you face to deliver immediate results. Corus leverages the power of AI to compress the timeline from months of manual data wrangling to weeks of realized, trackable savings.

### Week 1–2

#### Establish a trusted spend baseline



We connect to your disparate systems, map your data sources, and use AI to build a unified, categorized view of your direct and indirect spend. Leadership conversations start with insights, not data clean-up.

### Week 3–4

#### Identify sourcing opportunities



Our AI-enabled advisors run should-cost models, tariff scenarios, and benchmark analyses to quantify the size of your prize. We immediately pinpoint top opportunities and quick wins.

### Week 5+

#### Activate initiatives and extract value



We launch targeted sourcing waves. You execute automated RFX, run scenario-based awards, and lock in centralized spend control to ensure structural savings can be sustained.

# Partner with us... when it really matters

For more than forty years, **AlixPartners** has helped businesses around the world respond quickly and decisively to their most critical challenges. We operate at pace, moving rapidly from analysis to implementation, standing shoulder-to-shoulder with our clients until the job is done.

**Corus** is the culmination of that DNA—our expertise, digitized, to help you overcome future-defining procurement and supply chain challenges.

*Ready to unlock hidden procurement savings and orchestrate a stronger supply chain?*

## Contact us

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