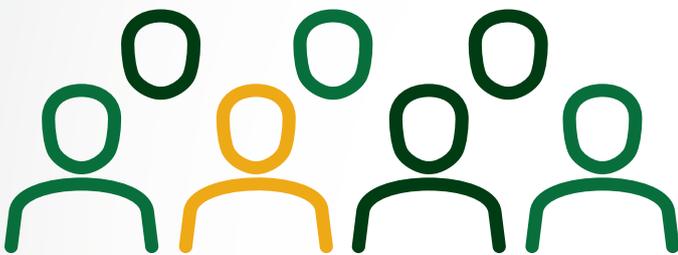


## OUR VIEW ON... SUPPLIER TAIL MANAGEMENT



In the last decade, enormous strides have been made in 'traditional' temporary workforce management in terms of process optimisation and enabling technologies. However comparatively little progress has been seen in services procurement – for example, Statement of Work (SOW) engagements – during this same period.

Over time many companies build up a significant long tail of non-core suppliers and associated spending. Just because a supplier is not one of the biggest or more strategic ones does not mean they are not important or don't have significant potential value to an organisation and its business.

Constrained procurement resources can cause delays and frustration for all parties with a less than desirable user experience. In business terms, this leads to potential loss of significant future revenues with an impact on corporate reputation and business opportunities.

At Gibbs Hybrid, we have worked with 3rd party suppliers for over 12 years, bringing to bear our expertise in people, process and technology. With core competencies across legal, compliance and due diligence in areas such as risk, finance, security and technology, we provide organisations with an alternate option to manage their 3rd party supplier tail spend using a transparent neutral managed service solution. This long-tail supplier management frees the procurement function to concentrate on strategic vendors, while still managing overall costs and allowing the business units to access their smaller suppliers.

GIBBS' TOTAL TALENT MANAGEMENT SERVICES GIVE OUR CLIENTS THE ABILITY TO FULLY CAPITALISE ON THE POTENTIAL OF THEIR EMPLOYEES TOGETHER WITH THE EXTENDED WORKFORCE. OPTIMISING A BLEND OF BOTH PERMANENT AND CONTINGENT TALENT ENABLES ORGANISATIONS TO BE AGILE, RESPONSIVE AND RELEVANT WITH THE LATEST SKILLS AND EXPERTISE IN A DYNAMIC MARKET.

For more information on Total Talent Management visit [gibbshybrid.com](http://gibbshybrid.com) or contact:

UK: Iain Pennell [iain.pennell@gibbshybrid.com](mailto:iain.pennell@gibbshybrid.com)  
+44 7841 833398