

Some facts about IT and BPO Contracts.....

Sourcing Analysts believe that client organizations lose about:

- 40 % of their Contract Value towards under-utilization.
- 15% towards non-competitive pricing by service providers.
- 10% towards internal non-compliance of policies, procedures and rate cards.
- 5% towards extra, unnecessary and unbudgeted administrative services.
- 2% towards invoice mismatch, rate card validation mistakes and payment errors.
- Unlimited loss of value arising from risks such as security threats, data privacy breaches, information protection challenges, personnel frauds, erroneous transactions and intellectual property rights violations.

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If you are experiencing any of these, it is time for you to conduct an external Contract Audit.



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Santosh Sharma is the Chief Sourcing Auditor at **Sourcing Auditors**. Sourcing Auditors focuses on effective Contract Governance© to help clients derive fullest value from the Contract, safeguard and protect their organization against any external threat or internal non-compliance and continuously strive to improve the stakeholder satisfaction levels from the Contract. Sourcing Auditors uses a uniquely designed, best practices-based and highly comprehensive Audit Framework© that uses about 1200+ sourcing parameters to ensure Contract Compliance©, Contract Optimization© and Contract Improvement©. For more information please contact santosh.sharma@sourcingauditors.com