



A retail specific review of your IT cost base, providing  
a quick health check and identifying opportunities for cost optimisation

## Cost Optimization

### Overview

For any retailer, maximising the benefits of spend on IT is a pivotal activity. However, analysing spend in a complex market can prove to be difficult and time consuming.

PMC can review your IT costs and provide actionable recommendations to optimise your IT spend. This will give you the potential to achieve significant financial savings.

### PMC - Proven Experience

PMC are retail systems experts, and have worked with over 60 of the UK's most exciting retailers. Our team has the breadth of first-hand retail experience to understand the challenges driving retail IT development and costs.

### Quick Health Check, Clear Outcomes

Our retail experience means that we 'hit the ground running' on any cost optimisation review we undertake. That means we quickly understand the context of retailers' IT operations. This allows us to focus on identifying potential areas of savings, and means that we deliver outcomes and recommendations quickly.

### Cost-Effective

Our quick health-check solution is also highly cost-effective. It allows retailers to identify significant potential gains from limited up-front investment.

### Stage One - Baseline Analysis

The starting point is a process of analysing, categorising and normalising your current IT costs. We can then use our market knowledge and comprehensive database of comparative costs to identify and validate potential savings.

### Stage Two - Contract Review

Once we identify any high-level opportunities, PMC review specific contracts associated with those areas. The review will take into account business drivers and current supplier satisfaction levels. It will also include technical specifications, terms, service level agreements and any penalties or rewards connected with each contract. PMC will also review the key drivers from a supplier's perspective.

### Stage Three - Benchmarking

Using our knowledge and experience, PMC then focus on identifying significant opportunities for savings through market benchmarking. This includes reviewing similar contracts from comparable retailers, as well as analysing potential alternative suppliers. PMC then compare costs, specifications and terms, with 'normal' costs within the retail market.

### Stage Four - Recommendations

PMC presents recommendations highlighting any significant opportunities for cost optimisation. Our recommendation also includes a review of good practice, potential alternative suppliers (where appropriate) and recommendations for action.

### Additional Services

If required, PMC can also help with realising identified potential savings. This could include documenting requirements, facilitation of supplier workshops and/or managing a structured selection process.

### → Benefits

- ❖ Experienced retail experts
- ❖ Quick health-check
- ❖ Cost effective
- ❖ Proven approach
- ❖ Significant potential savings
- ❖ Comprehensive benchmark database