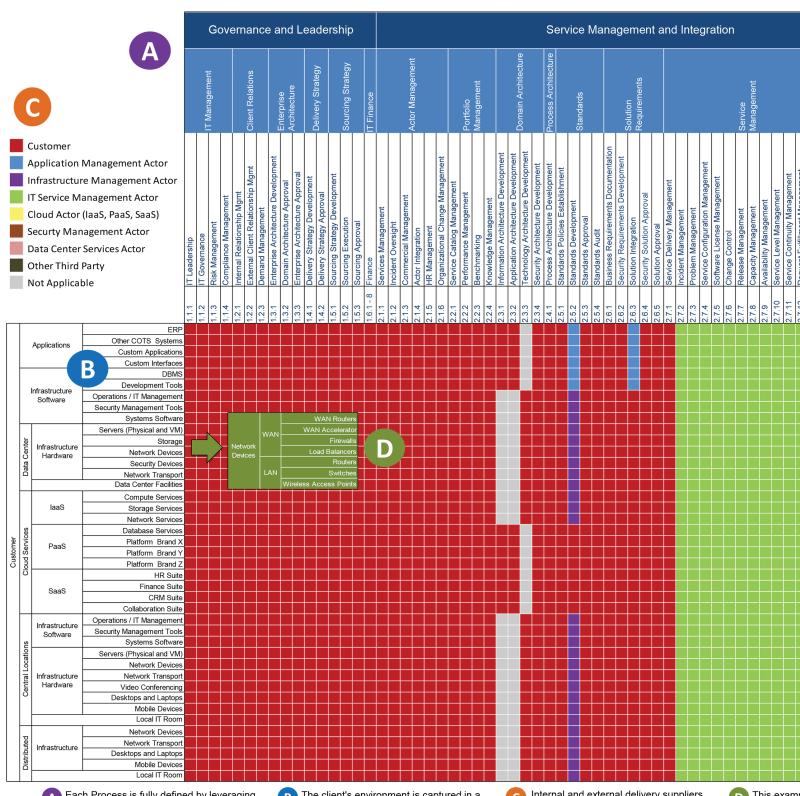
Global Sourcing & Technology Transactions

Can you see your entire operation as an integrated delivery model?



## We can.



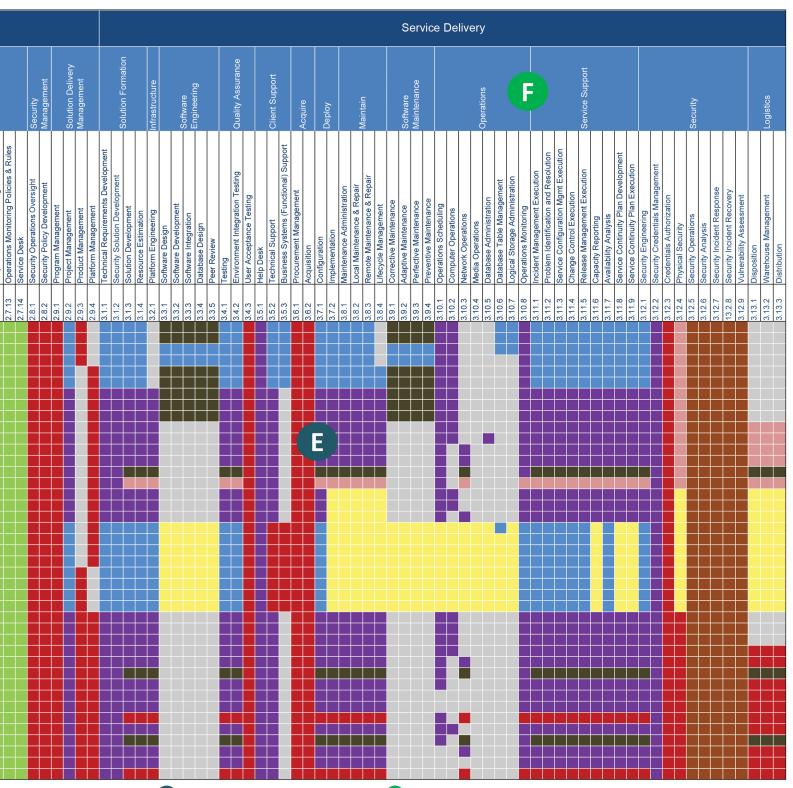
A Each Process is fully defined by leveraging industry leading standards bodies and over 30 years of Pillsbury experience documenting scopes of service.

Processes are written to be "neutral" as to solution and focus on what is to be done rather than how a Process is to be solutioned by the client or the supplier.

B The client's environment is captured in a customized "Element Span" reflecting the appropriate geography, business units, locations, etc. and the associated IT infrastructure and applications.

Internal and external delivery suppliers (Actors) are assigned responsibility by Process and Element

This examp Rows and onecessary of detail ca to clearly d Elements a asset lists a



ole is a "high level" Scope Model. columns can be added as to the Element Span so the level otured is at the appropriate level elineate the roles of each Actor. re defined and/or supported by as appropriate.

The boundaries between Actors can be easily identified. These areas of interaction require the focused attention of all Actors involved to ensure the customer's service delivery model works as intended.

With a common process reference model, a single Scope Model can be used in multiple supplier agreements thereby simplifying contracting, improving understanding about the Actors and ensuring there is no "missing scope" between the multiple supplier agreements.

## Picture the possibilities with Pillsbury Global Sourcing & Technology Transactions.

As the leading advisor for delivery strategies and sourcing transactions, our approach is informed by nearly three decades of experience:

- Guiding more than a thousand transactions worth more than half a trillion dollars
- Setting multiple milestones in size, scope and ingenuity
- Covering the full spectrum of strategic, technical, commercial and legal aspects of a sourcing engagement
- Consistently ranking as one of the top sourcing practices in the U.S. and the world.

To learn more, please visit: pillsburylaw.com/global-sourcing

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Pillsbury Winthrop Shaw Pittman LLP 31 West 52nd Street | New York, NY 10019 | 212.858.1000

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