



AGS SUCCESS STORY: DYNAMIC SOURCING MODEL FOR **RETAIL CLIENT'S SUPPLY CHAIN**

DYNAMIC SOURCING MODEL (DSM) OVERVIEW

Developed and implemented by AGS' supply chain management (SCM) team, our dynamic sourcing model (DSM) is a sophisticated sourcing strategy that matches our clients with best-in-class suppliers, based on client-specific value drivers at any given point in their business life-cycle. Utilizing data-driven analyses, the DSM identifies shared characteristics on the basis of cost, quality, and speed—all of which are weighted according to each client's specific business objectives.

DSM STRATEGY AT RETAIL CLIENT



SITUATION

The best match suppliers with our retail client's business needs, AGS administered surveys to key stakeholders and managers across the enterprise to gain visibility into prioritizing cost, quality, and speed that they did not have before.



SOLUTION

- AGS classified quality as the most important priority vis DSM model—allowing for enterprise alignment/restructuring of supply chain to meet client needs
- Through the data gathered from the DSM, AGS identified 11 suppliers that were not a strategic fit for our client and removed from the program
- Added new supplier to supply chain at client based on DSM results



RESULTS

- Decreased unqualified candidates/allowed for the program office to focus on driving success with best suppliers to drive top talent
- Three new suppliers resulted in additional support in the admin/clerical space and IT in targeted geographies, while increasing rate competitiveness
- Improved bill-rate management by 6.5%; dropped time-to-fill by 4 days; reduced max-bill-rate from 99% to 92.5%*