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To: Soura, ChristianChristianSoura@gov.sc.gov
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Subject: Follow Up Material
Attachments: [TXSpendAssessmentReportSummary_For SC.pptx](#)

Christian,

Thanks for your time last week, as I discussed I have included the summary spend assessment report we did for Susan Combs in Texas last year. Texas is about to embark on the implementation of strategic sourcing and finally go after savings through strategic sourcing.

With regards to South Carolina the recommended approach would be to conduct the spend assessment, typically 6 – 10 weeks depending on data, then formulate the implementation plan to pursue savings. Based on the South Carolina's budget size I would guess annual savings would be \$50M - \$100M. South Carolina could expect savings start to come in within the 6 months.

Let me know if you would like to discuss further, as we would like to help South Carolina save money through strategic sourcing and procurement transformation. I will check back with you after Thanksgiving.

Bernie

PS – I hope you have a Happy Thanksgiving.

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