

SOLUTION PROFILE



VENDOR SUNSET

In today's highly competitive business environment, vendor consolidation has become a key area of focus for enterprise organizations to increase efficiency while balancing cost and time-saving requirements.

Organizations are increasingly shifting towards a preferred vendor network, utilizing a set number of vendors across several areas of focus for increased business agility and leverage. The challenges presented with this strategy shift are retaining key resources and minimizing business impact during the transition.

SOLUTION

With more than 35 years experience in the IT staffing and services industry, combined with a proven vendor management track record, TAPFIN provides world-class vendor management solutions. TAPFIN has been instrumental in providing enterprise-wide vendor management solutions for its clients.

As part of its Contingent Workforce Management suite, TAPFIN's Vendor Sunset program manages existing suppliers that are no longer a single or preferred service provider. TAPFIN recognizes that some of the resources provided by these suppliers may be critical to the completion of certain projects, and accordingly, require contract and administrative management until their respective contracts expire. We also recognize certain suppliers may provide specialty contractors whose services may be required on an as-needed basis. The network of Sunset program suppliers serves as a contingency plan should your resource planning needs and priorities change.

ABOUT TAPFIN

- > First to offer an integrated solution for acquisition, management and optimization of human capital and contracted services
- > Customized services to meet the unique needs of clients in industries ranging from technology and financial services, to life sciences and telecommunications
- > One of the largest, most financially stable providers of resource management services in the industry
- > A history of process and technology innovation since the inception of resource management process outsourcing
- > The only provider to have achieved ISO 9001:2008 quality management system certification
- > Publicly-traded parent company (NASDAQ: CITP)
- > Billions in managed spend under contract
- > Over 65 programs active today
- > 16 Fortune 500 programs
- > Over 4,100 supplier contracts negotiated



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Process defined. Resources delivered.

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Vendor Sunset is designed to provide hands-on support and coordination of activities relating to the pool of non-preferred suppliers in support of our clients' business objectives. Once implemented, the program will include standardized processes and business rules supporting the coordination of information between the client, TAPFIN and the supporting vendor community.

With any staffing transition program, there are two transition targets: vendors and consultants. Transition activities for both groups are critical to minimize disruption in the workplace.

Our transition methodology focuses on:

- > Maintaining continuity of work
- > Retaining vendors and consultants
- > Standardizing ongoing operational services, e.g., contract terms, pricing and performance metrics
- > Implementing a communication plan
- > Minimizing non-preferred vendor and hiring manager transition issues

PROCESS

TAPFIN delivers an experienced team specializing in Sunset transitions to negotiate with incumbent vendors, establishing terms that forge a strong alliance.

TAPFIN will facilitate all incumbent vendor meetings and incumbent consultant orientation sessions, execute subcontractor teaming agreements with the incumbent vendor companies and provide current incumbent consultants the opportunity to join TAPFIN should their vendor decide not to participate in the program.

During this phase, TAPFIN completes the following major activities:

- > Notification to vendors of new program
- > Preparation of vendor participation agreements
- > Preparation of vendor on-boarding kits
- > Facilitation of vendor summit
- > Contract negotiations and data collection
- > Web-based system setup and training
- > Final enrollment and transition
- > Resource replacement as necessary

