

5

**SECRETS OF
SOURCING
SUPERSTARS**

legato

: smooth and flowing in manner

legato: sourcing simplified

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Welcome

legato: sourcing simplified

legato: discover the secret

Dear procurement professional,

Think how you could benefit from a super-simple way to source promotional materials and printed items. Imagine a platform that's child's play to access, that saves you a ton of time and money and sets you totally free to do the work you actually enjoy doing?

Or how would you like to cut your sourcing stress down to sub-zero ... allowing you to focus 100% of your energy on your key metrics.

If these scenarios resonate with you, then this will be the most important procurement information you'll ever read.

Here's why: we want to share with you the single greatest secret in the entire world of sourcing. When you use [legato](#), sourcing will never be a headache again.

[legato](#) is a game-changer for procurement professionals in countless sectors, it is responsible for freeing up procurement teams to do what they do best - getting the right product to the right place at the right time.

While your competitors plod away using old-school sourcing methods, [legato](#) lets you leverage your effort 5x, 10x, or even 50x. [legato](#) gives you back the endless hours you previously spent on mundane sourcing tasks and allows you to dedicate yourself to becoming the sourcing ninja you were born to be.

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Overview

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legato: the world's simplest source

legato has been painstakingly designed by our battle-hardened sourcing professionals. Our sourcing warriors have applied every single hard-learned lesson to build in world leading features that will blow your mind.

Over these last ten years, we've sourced literally millions of products in thousands of product groups for businesses operating across dozens of business sectors. We've consulted hundreds of top tier marketing professionals and have created **legato** to be the world's simplest sourcing platform.

With conventional sourcing, suppliers expect you to do all the work. They tell you to give them an exact specification with precise details of every single aspect of what you want. You're expected to be an expert in a thousand product groups and expected to know everything there is to know about screen printing, dye sublimation, laser engraving, tampon printing, ram punching, litho printing etc etc etc. You feel like screaming - I'm only one person for heaven sake! How can I be expected to know everything. I need someone to lean on.

Procurement should be a whole lot easier, right? We agree.

legato flips that prehistoric 'gimme the full spec' mindset though 180 degrees and creates a super-highway of options between your needs and our vast database of expert knowledge.

legato works for our clients. And now, we're here to show you how to make it work for you.

But first - let's reveal the 5 secrets that will transform you into a Sourcing Superstar.

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Secret

#1

Secret #1

Embed Knowledge

People are your biggest asset, right? But recruiting, training and retaining top talent is a constant challenge. Whenever you lose a member of staff, every single penny of investment you've made walks right out your front door, along with the mountain of knowledge and experience they've accumulated - and who benefits? The new employer! Drives you crazy doesn't it?

Today's smart procurement teams have learned the secret of embedding knowledge. They make 100% sure all that knowledge - which is the intellectual property of your business - remains firmly under your control.

By embedding knowledge within the digital infrastructure of your business, each person on the team adds to the total sum of knowledge. So, when they leave, all their knowledge remains within the business systems.

[legato](#) takes the concept of embedded knowledge and puts it on steroids. Where you may currently benefit from a pool of knowledge from a few team members, [legato](#) puts the experience of thousands at your disposal.

When you go out sourcing the 'best of three prices' using the most appropriate suppliers in your database, [legato](#) accesses an infinitely bigger database of vetted suppliers. To put it in perspective, we're talking about almost 9,000 UK production partners and another 3,000 globally.

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Secret

#2

Secret #2

Be Data Driven

What do you base your procurement decisions on? Instinct, gut feeling, the phases of the moon, the latest fad? Or maybe you just like to work with people you like.

For as long as your decisions remain subjective, you're going to suffer. Fact. You'll suffer from lack of oversight, inability to make informed data-driven decisions, lack of visibility of supplier performance and that's just the tip of the iceberg.

Without clear, real-time, accurate data, how do you report up the chain or to multiple stakeholders? How do you make informed strategic purchasing decisions? How do you truly get to grips with your role and show you are totally bossing it?

And worse still, there's the risk of being left looking like a dinosaur by the new breed of up coming professionals who maximise the use of data to make hyper-informed decisions.

Your organisation probably already has an ERP system that gathers a ton of data every day, great, Let's face it, no organisation worth anything doesn't have one these days. But what do you do with that data? Who's the boss in that relationship? Does it give you what you need, when you need it? Does it help you make those vital data-driven decisions?

The answer to that is probably 'no'... and the reason we know that is because thousands of procurement pros just like you are telling us exactly that.

You want to be a Sourcing Superstar? Fantastic. Then remember this, secret #2 is not just 'data, data, data', it's about mastering the data and using it to drive informed decisions.

[legato](#) not only gathers data, it turns that data into meaningful analysis and makes you look great. If procurement was a martial art then with [legato](#) on your side you'd be Bruce Lee.

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Secret

#3

Secret #3

Work With World Class

As a procurement pro, you want it all: perfect quality every time, outstanding service at every interaction and exceptional value for money on every product line. That's not unreasonable is it? No. That should be the norm.

But - **Crash!**: You hit a brick wall when trying to guarantee exceptional product standards. **Bang!**: You're sideswiped by inconsistent quality. **Wallop!**: Late deliveries. **Smash!**: Shockingly bad customer service ... and all that at a price that's way beyond what it is worth.

There is no excuse in today's hyper-connected world for putting up with substandard simply because of locale or historic ties or, even worse, because the sales representative is a lovely person.

Get a grip of yourself. Not only do bad supplier decisions let your organisation down, they make you look incompetent. And now Harold in accounts is having a go at you, or Magda in marketing is sniping at you. You shouldn't be taking friendly fire because a supplier has dropped the ball.

You can do better! And the secret to better is to find and stick with the world's best production partners. If you don't work with world class then you get what you deserve.

The problem is finding the best. Where do you look - Google? Well that's a start, but the businesses that come up tops are the ones that spend big on Adwords or invest heavily in SEO. And all the time there's a world class production partner on page 5 or 10 or 20 of Google? You don't find them simply because you can't know everything and vet everyone.

Sitting behind the [legato](#) interface is a massive database of World Class print suppliers. Everyone from suppliers of paper-based print, through large format print, workwear, promotional merchandise and bespoke projects, and out of this 12,000 + database, only the finest are selected as premier production partners.

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Secret

#4

Secret #4

Let It Flow

You need your procurement processes to flow smooth and steady, but managing processes can be like herding cats - a constant struggle.

Requests for Quotations, Requests for Proposals, Requests for Expressions of Interest, etc. Keeping track of all those processes is a truly Herculean effort.

Just take the RFQ process. You type up the spec and send it to three suppliers (or maybe just one if you're being lazy). Then you open up a spreadsheet and compile the responses. But the quotes don't come back like for like - so exact comparison isn't possible so the questions that come firing right back at you. And of course there's that over-zealous supplier who wants to get an edge on the competitors ... or the guy who doesn't want to give you a price up-front without benchmarking where he needs to be to win the work. The complexity and the headaches go on and on and on and on eating up more and more of your already time-pressured day.

[legato](#) does all that for you and in one fell swoop eases the strain on you, your procurement team and support resources.

In today's digitally sophisticated world, it is exactly these kinds of processes that are being simplified, and that's exactly what the new generation of Sourcing Superstars has locked on to and does incredibly effectively, leaving old-school procurement dinosaurs for dead.

Imagine a world where you never have to send another RFQ and juggle the responses. Imagine a world where everything flows.

Well imagine it no more - it's real, it's here, it's now, it's [legato](#).

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Secret

#5

Secret #5

Choose Your Weapons

You don't use a sword in a gunfight, so who uses outdated systems, old fashioned thinking and prehistoric tech to deliver real strategic value to their organisation?

Sourcing Superstars have totally mastered the art of choosing the right weapon for the fight.

Secret #5 is about strategic value. Procurement has moved from being simply an operational function to being a strategic one, a function that delivers real value to your organisation.

Understanding what actually constitutes strategic value in your setting is vital as is figuring out how to implement it. It's time to flip your thinking. Sourcing Superstars no longer consider procurement as a cost to the business or as a function to be performed in serving the needs of the business. Modern procurement pros now understand how smart sourcing actually adds value to the business and drives progress.

Think, creative use of new product innovations or enhanced product features, think about driving value through procurement of items with advanced environmental credentials. And add to that better reporting to help you track ROI and let you demonstrate the value added by the procurement function.

So, what weapons do you need for this fight? Well, you need to be absolutely up to speed with every new product development in every single product from textiles, to paper-based to recyclable plastics. And of course you need a world leading resource to help you in that task.

If that sounds just about impossible, then you can begin to understand why Sourcing Superstars lean on [legato](#) to help them deliver strategic value.

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