



VSP Aligns Business with Workday Strategic Sourcing

VSP Vision Care, the largest not-for-profit vision benefits provider in the United States, now has a best-in-class solution that helps them bring sourcing closer to the business. Partnering with Workday Strategic Sourcing, a new intuitive sourcing platform, enables VSP to source strategically across all of Workday Strategic Sourcing's indirect categories, from complex services to routine goods.

As a result, VSP has increased sourcing compliance compared with its previous system. More sourcing projects in the pipeline provides greater savings and more opportunities to collaborate across the business with strategic supplier partnerships.

Challenges

To ensure internal customers continue to receive best-in-class service, VSP's sourcing team strives to achieve 100% early engagement with the business, as well as its large supply-base. For the VSP team, this means simplifying the sourcing process by making it easier for the business to engage with sourcing and easier for suppliers to submit proposals.

Adapting to meet the dynamic needs of VSP's global organization requires flexible, transparent processes that facilitate better collaboration with the business. VSP needed a solution that would help them manage and streamline workflows so they could focus on building strategic partnerships.

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Workday Strategic Sourcing's best-of-breed platform creates a fast, flexible, and efficient sourcing model allowing our sourcing team to engage earlier with the business to compare options and proactively manage work streams — an amazing added value.”

Greg Tennyson
Head of Global Corporate Services



Overview

- Largest Not-For-Profit Vision Provider in the US.
- Serving over 88 million members worldwide
- Founded in 1955

Workday Applications

- Workday Strategic Sourcing

Why Workday

Delivering Collaborative Sourcing

VSP partnered with Workday Strategic Sourcing because of its:

- Best-of-breed technology solution that allows for automated RFx functionality, easy drafting, collaborative evaluation sourcing events, and seamless team adoption
- Downloadable dashboards for reporting out to the lines of business
- Centralized hub of sourcing best-practices, data, and templates
- Intuitive interface to foster adoption and ensure compliance

Results

To encourage compliance and engagement with sourcing across the business, VSP needed a solution that would deliver simple, successful results. Leveraging collaborative workflows and standardized processes, VSP is now able to:

- Get buy-in for strategic sourcing services across the business. Automated reporting and progress updates allow sourcing teams to showcase their progress with the lines of business.
- Standardize sourcing practices across a large team. The centralized system creates an auditable track record of activity, while easily duplicated event templates make compliance easy for team members of all skill levels and experience.
- Better engage with the lines of business. Leveraging collaborative workflows to gather requirements and perform supplier evaluations takes the burden off of the sourcing professionals and encourages stakeholders to be more involved and accountable throughout the sourcing process.

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The evolving partnership with Workday Strategic Sourcing has up-leveled sourcing decisions to a strategic position within our organization.

Greg Tennyson
Head of Global Corporate Services



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