

# The ODS Modernization Brief

Outcome Driven Solutions (ODS) | ServiceNow Source-to-Pay Experts

Most organizations have more margin available in their procurement and finance operations than their current tools can surface. The ODS Modernization Brief shows you what that looks like for your organization specifically — before you ever sit down with us.

## WHAT THE MODERNIZATION BRIEF IS

A Modernization Brief is a written financial assessment built specifically for your organization — using publicly available information. We research your operating model, revenue profile, and industry context, then apply our 46-lever S2P framework to estimate where value is available and what it is worth. You receive a finished document. No intake form. No internal data required. No commitment attached.

## WHAT IT CONTAINS

### Your Organizational Reality

Your operating environment, scale, and the structural challenges most likely creating financial leakage in your context — assessed through 25 years of Source-to-Pay experience and measured against our 46 ROI savings levers.

### Your Core Operational Challenges

The three to five execution gaps most common in organizations like yours — across purchasing, invoicing, and supplier management — framed in the language of your industry.

### A Financial Impact Estimate

An estimated annual value range across Accounts Payable, Procurement, and Supplier Lifecycle — built on your addressable spend profile, with all assumptions visible.

### An Opportunity Statement

A plain-language summary of what is available to reclaim and why a modern Source-to-Pay operating model is the mechanism to capture it.

## WHAT GETS EVALUATED

### Accounts Payable Operations

Invoice accuracy, duplicate prevention, 3-way match, payment terms optimization, and contract price enforcement at the point of payment.

### Sourcing & Procurement Operations

Guided buying, catalog compliance, maverick spend prevention, sourcing event governance, and contract-aware purchasing execution.

### Supplier Lifecycle Operations

Supplier onboarding, compliance monitoring, performance scorecards, risk intelligence, and SLA credit enforcement.

## WHY OUTCOME DRIVEN SOLUTIONS

With 25+ years of Source-to-Pay expertise, ODS is the only ServiceNow partner focused exclusively on Source-to-Pay — which makes us uniquely qualified to know where S2P value lives, why it leaks, and how to reclaim it. Our experience spans Healthcare, Government, Manufacturing, Higher Education, Retail, and more. Across every industry, the same pattern holds: value is negotiated at the contract table and lost in daily execution. The Modernization Brief puts that expertise to work for your organization.