



Issue LVII, August 2013

## The Deloitte Corner Booth

*A Deloitte Consulting Newsletter for the Chicago Booth Community*

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### Editors

Matt Lackowski

Tonia Shen

Nate Demmy

## Greetings from the Editors

The Autumn quarter is almost here and we hope your summer internships went well! **As always, we want to hear from you! Submit a Virtual Coffee Chat question and your name to [thedeloitteccornerbooth@deloitte.com](mailto:thedeloitteccornerbooth@deloitte.com) for a chance to be featured in an upcoming issue.** In this edition of The Deloitte Corner Booth, the newsletter dedicated to keeping in touch with the Chicago Booth community, we introduce you to Pari Sahai, Deloitte Consulting Manager in the Technology, Strategy and Architecture practice.

In this month's newsletter, we're featuring the following:

- **Deloitte at Booth** – Check out when we'll be on campus!
  - To learn more about careers at Deloitte Consulting, please visit [our website](#)
- **Issue to Impact** – Learn about the impact we have on our clients
  - Deloitte Consulting develops a transformative strategy for a client with over a billion dollars in savings potential
- **Virtual Coffee Chat** – Get the answers to frequently asked questions
  - Pari Sahai describes his professional background and experiences at Deloitte Consulting
- **“Strategy”** – Listen to the latest thoughtware from Deloitte Consulting
  - Check out new research about the challenges and opportunities M&A transactions create for companies
- **Why Deloitte?** – Link to what others are saying about Deloitte

Thanks,

The Editors of the Deloitte Corner Booth

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[Deloitte at Booth](#)

*[Check out when we'll be on campus](#)*

## Key Dates

Thursday, September 26  
2Y Corporate Conversation  
Harper Center - 5807 S Woodlawn Avenue

## Issue to Impact

[Learn about the impact we have on our clients](#)

### Deloitte Consulting develops a transformative strategy for a client with over a billion dollars in savings potential

#### The Issue

In 2012, our client promised its shareholders a reduction in SG&A costs relative to revenue over a five year period of time. The company identified global leverage and indirect spend as a key areas of cost reduction, but lacked the necessary structures, policies, and procedures to achieve its desired savings. With billions of dollars in indirect spend across a global organization, and several failed attempts to reduce its indirect spend, the client engaged Deloitte Consulting for help achieving its promise to Wall Street.

#### The Action

Over four months, our international team established the framework necessary to support a global sourcing transformation with over a billion dollars in estimated savings. The team's analysis revealed highly decentralized procurement practices, limited global sourcing strategy and governance, and limited visibility into true spend across sourcing categories. To address client needs, the team:

- **Developed a multi-billion dollar business case** by researching and analyzing global spend across all business units
- **Built a holistic strategic sourcing strategy** including developing proposed structures, policies, and procedures by understand the client's specific requirements through dozens of interviews
- **Created a go-forward roadmap** that detailed the necessary steps to initiate, support, and complete a five year global sourcing transformation

#### The Impact

The undertaking that Deloitte proposed was truly massive. Rather than recommend several disjoint solutions, the recommendation sought to build a single center-led 'hub and spoke' strategic sourcing organization. It would require not only changes to business processes, but also fundamental cultural shifts at the client. Deloitte's recommendations were quantitatively driven with qualitative considerations, addressing all of the client's concerns in undertaking such a massive initiative. Because of the success of the recommendations, Deloitte has continued the work into the implementation phase, providing real value to both our client and its shareholders.

## Virtual Coffee Chat

[Get the answers to frequently asked questions](#)

### Pari Sahai describes his professional background and experiences at Deloitte Consulting.



#### What was your professional background prior to joining Deloitte Consulting?

*Prior to joining Deloitte Consulting, I had over 16 years of experience in Application Development and managing Global Infrastructure services, staff and budgets. My experience ranged from several early phase startup ventures to Fortune 250 companies within Manufacturing, FSI, and TMT business verticals. In the last 10 years, I've been involved in developing and executing global Strategies for the management of Infrastructure services such as Networking, Security, Telecom, Servers, Collaboration,*

*Messaging and Datacenter operations for large Fortune 250 companies. During my work at Schawk and RR Donnelley, I managed more than two dozen acquisitions and integration efforts from a technology standpoint. Most recently, I was part of the technology Infrastructure team at Northern Trust.*

#### What Service Area did you join within Deloitte Consulting? What type of work have you been doing since joining the firm?

*I joined the TS&A service line two months ago and I'm part of Deloitte's M&A practice. On my first*

day, I was assigned to a really exciting project and have been working with a large team of exceptional Deloitte practitioners. This project has practitioners from Deloitte Technology, S&O, and Human Capital teams helping our client with their M&A transaction. We have assisted the client complete due diligence and pre-close planning, and are now in the execution phase of helping with the entire spectrum of business and technology work streams.

**What advice do you have for current Booth students who are debating on whether to apply for a Strategy & Operations or Technology Consulting position?**

Know your passion... and follow it. As a technologist for 16 years, my passion is not only to find creative ways of applying technology to solve business problems, but also to create a business around technologies. During my MBA, I was fascinated with the several dimensions of corporate finance and even considered doing a PhD in Operations. But as exciting as each of those disciplines were, over time, I found myself drawn back to the world of technology. Luckily, I've found a way to blend my passion for technology and my new found interest in Strategy & Operations disciplines. At Deloitte, being part of the M&A team allows me to drive technology strategy at the same time as taking part in defining the strategic business direction.

**“Strategy”**

*Read the latest Thoughtware from Deloitte Consulting*

**Need some insightful reading outside of class? Download the latest in Deloitte publications...**

**How Companies Can Improve Value Through M&A  
Beating the Odds**



Read about how companies can “beat the odds” and improve value through M&A transactions

Check it out [online](#).

**Why Deloitte?**

*Link to what others are saying about Deloitte*

Learn a new strategic partnership between Deloitte and 3D Systems, a leader in 3D printing

Read about it [online](#).

Also, check out the following links!

- [FORTUNE's 100 Best Companies to Work For 2012](#)
- [Top 50 Companies for Diversity](#)
- [CNNMoney.com's Top MBA Employer](#)
- [Consulting Magazine's Best Firms to Work For 2012](#)

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