

Winning the Race to Market

The Procurement Renaissance Turns Supplier Ecosystems into Engines of Innovation

In an era of constant disruption, procurement must go beyond negotiating cost. Procurement must accelerate innovation, diversify sourcing and protect margins.

The Tompkins Ventures Procurement Practice helps companies do exactly that – connecting them with the partners, technologies and supplier ecosystems that turn ideas into market-ready products faster.

Our Approach Helps Organizations:

- Reduce product development timelines from years to months
- Access innovative suppliers, materials and manufacturing methods
- Diversify sourcing to reduce geopolitical and supply chain risk
- Align procurement decisions with enterprise strategy
- Protect margins through better contracts, governance and cost modeling

The result: faster innovation, stronger supplier ecosystems and more resilient supply chains.

AI-Enabled Procurement Intelligence

Tompkins Ventures combines human expertise with advanced analytics. Our partners' AI-enabled diagnostic tool acts as a high-velocity X-ray for procurement operations, revealing hidden cost drivers and opportunities for improvement.

THE PROCUREMENT RENAISSANCE

Procurement is shifting from tactical purchasing to a strategic capability that connects innovation, supplier ecosystems and speed to market.



Capabilities include:

- Rapid analysis of large procurement and supply chain data sets
- Identification of margin leakage and cost drivers
- Executive procurement roadmaps delivered in 30 days
- Visibility into sourcing, logistics and governance gaps

AI provides clarity. Trusted supplier ecosystems unlock innovation.

Tompkins Ventures connects companies with both.

Customer Success Story

- Identified and eliminated supplier fragmentation and pricing inconsistencies across the enterprise
- Consolidated suppliers and renegotiated contracts to drive sustainable cost improvements
- Delivered ~\$3.5M in annual savings while improving pricing consistency and procurement discipline across 11 sites

Procurement Across the Full Product Lifecycle

Tompkins Ventures partners support procurement across the entire commercialization process – from early product development through scalable global production.



Innovation & Product Development

- Engineering and product design
- Materials innovation and formulation
- Early cost modeling and value engineering
- Regulatory approvals and product testing



Strategic Sourcing

- Supplier identification and vetting
- Factory networks across multiple countries
- Multi-sourcing and geographic diversification
- Contract structure and commercial modeling



Factory & Production Enablement

- Factory onboarding and supplier readiness
- Quality management and compliance
- New product introduction (NPI) support
- Production ramp-up and capacity planning



Operational Scale & Margin Protection

- Cost optimization and margin management
- Supplier performance management
- Risk mitigation and supply continuity
- Long-term supplier relationship management

THE RESULT

Procurement becomes more than sourcing.

It becomes a decisive advantage in the race to market.

Procurement is not an exercise in saving pennies per unit.

It is the engine that connects innovation, suppliers and speed to market.

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