



Client Advisory Program

Controllership Services

Spend Management

Course Description

Through spend management services, a component of what Woodard's larger "Controllership Services" category, you will assess your clients' need for spending controls, determine areas of vulnerability, monitor expense/cost overruns, and enforce policies. For many clients, spend management will be the gateway to a larger advisory relationship because of the tangible, short term return on investment the client experiences by reducing expenses and costs.

Syllabus

Section One – Models and Toolsets for Client spend Management Services

- Monthly/Quarterly expense review and monitoring for operating expenses and subscription services/software
- Budget curation and enforcement
- Spend policy adoption, monitoring, enforcement
- Purchase order and/or payables processes and process curation

Section Two – Spend Management Services

- Determine which spending management services work best for each of your client's business model and operations

Section Three – Best Practices for Deploying Spend Management Services

- Assessing Clients
- Pricing Clients
- Maximizing Financial Benefits for your clients

Section Four – Vetting Integrated Applications for Spend Management

- Explore software solutions that will equip you to begin offering spend management services

*PREREQUISITES: None