

Best Practice Procurement Organisation Assessment

Structuring Your Organisation to Maximise Procurement Effectiveness

Benefits

Savings - Maximise savings from well trained procurement teams, effective technology, integrated procurement functions and operational effectiveness.

Strategic Direction – Providing competitive advantage & long term vision for the procurement organisation.

Risks & Tradeoffs – Minimise risks to the organisation by having a well functioning procurement function.

Efficiency - Greater efficiency due to well integrated technology and procurement functions.

Our Approach

Customer Centered - We focus on customer knowledge transfer and long term sustainable savings.

Best Practice – From analysis techniques to sourcing strategies & transformation practices we aim to ensure you are at the forefront of expert thinking & design.

Stakeholder Involvement – Understanding your spend means understanding your organisation. We involve stakeholders to ensure the best overall results.

Commodity Experts – We use our commodity experts to ensure savings are maximised.

Our Best Practice Procurement Organisation Assessment provides you with a concise overview of the current state of your Procurement Organisation and a proposed ‘to-be’ desired state.

Our Assessment includes the usual assessment of structure, process, skills and technology but also a range of other important factors specific to procurement.

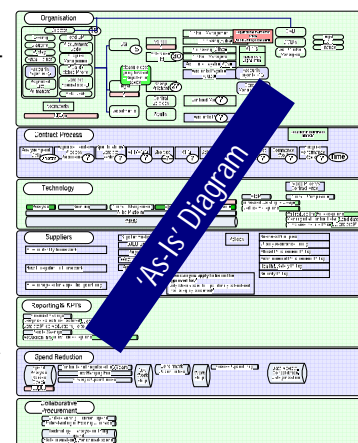
We use a combination of structured interviews, with your sourcing teams and senior stakeholders in the organisation to build a business case for change.

Our assessment can be limited to an ‘as is’ analysis for companies wanting to limit their initial costs and

ensure the service is going to add value.

Ultimately your company may be making decisions about millions of pounds worth of spend and you want to know the organisation is in the best

shape to maximise any decisions that need to be made.



Key Steps

| Project Definition | As Is Diagnostic | To-Be Recommendation |
|--|--|---|
| <ul style="list-style-type: none"> Define the project scope, quality & commercial requirements & reporting arrangements. Determine main aims and objectives of diagnostic. | <ul style="list-style-type: none"> Conduct a structured series of interviews to analyse current state of procurement. Review use & benefits of technology implemented. Conduct workshops to confirm findings. | <ul style="list-style-type: none"> Develop recommendations based on strategic and tactical direction options. Draw a ‘future state map’ for senior executive to consider recommendations. |

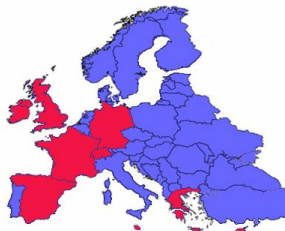
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We're on the web!
www.orangemaple.co.uk



Our workforce is multilingual so we can assist you in a range of countries across Europe & Oceania.

A Note About OrangeMaple

Because our experience lies not only in procurement but also transformation we don't just look to produce an external analyst report that will sit on the shelves after we leave. Our approach is to have 'skin in the game' ourselves to ensure we push you to realise the full potential you supply base has to offer.

Our competitive advantage lies in this approach but also our 'Supply Chain Optimisation & Profitability' strategy. Ask us about it?

OrangeMaple aims to inspire companies to innovate and change their operations and procurement through structured transformation.

Local Authority realizes 25% saving from Mobile Telecoms

One of the best respected local authorities in Europe asked us to undertake an opportunity analysis on their telecommunications spend.

After reviewing their spend and comparing costs to benchmark data, we agreed with the local authority that there were sufficient savings to warrant approaching the market.

After negotiating with the supplier we agreed a price reduction of 7% of call costs.

We also recommended the implementation of a specific telecommunications billing system which saw recharge recoveries from personal

calls increase from approximately 3% to nearly 20% of total call costs. The total saving to the client has been a net reduction of mobile phone call costs of over 25%.

In addition by using the new telecommunications billing system, invoice processing cost reductions have occurred.

Approximately 5% of all invoices in the Authority were for mobile phones. All but a hand-

ful of these have been replaced with a single invoice, reducing processing Accounts Payable processing costs by 5%.

