



Collaborative Procurement



Join Forces to Reduce Risks, Increase Quality & Savings

Benefits

Lower Prices - By pooling volume of spend, suppliers are able to demand lower prices.

ROI in 12 Months - Generally, the savings that can be achieved means costs are recovered in 12 months.

Lower Transaction Price - Rather than multiple organisations procuring, only one process needs to be undertaken.

Reduced Workload - Since the consortium buys on behalf of all, buyers can focus on strategic tasks.

Higher Quality/Reduced Risks - The collective knowledge of the group means the quality of processes are increased, whilst the risks are generally better understood and evaluated.

Our Approach

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

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 the groups spend means understanding all organisations. We involve stakeholders to ensure the best overall results.

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

Collaborative procurement can provide many benefits to organisations by leveraging the combined spend and expertise of partners.

OrangeMaple will ensure that partners have the right fit before proceeding, focusing on; the right buys, anti-trust counter measures, protection of confidential information, increased communication, common standards and best practices.

Understanding why each partner wants to be involved should affect the make up of the consortium and its aims (eg. Loose collective, regional purchasing agency, vertical, horizontal etc).

OrangeMaple's collaborative approach will ensure members interests but also concerns are understood and all members engaged.

The strategy will be based on category or contract approach that identifies the quick wins and strategic priorities for the group.

Finally, negotiating the commercial agreement and identifying savings is only part of the equation. OrangeMaple will ensure there are effective supplier performance management controls and measures in place to ensure a long term solution.

Key Steps

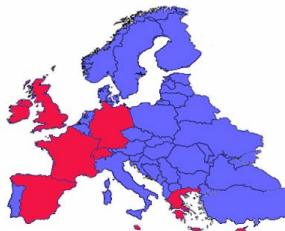
Partner Analysis	Supply Analysis & Workshops	Implementation & Release Savings
<ul style="list-style-type: none"> Define the project scope, quality & commercial requirements & reporting arrangements. Determine collaboration approach & partner objectives. Analyse spend across categories, contracts and partners. 	<ul style="list-style-type: none"> Identify volume & consolidation opportunities at product level. Develop supply direction. Develop tender documentation and supplier strategy. 	<ul style="list-style-type: none"> Select and negotiate with preferred suppliers. Put in place arrangements with all partners. Implement supplier performance processes and measures. Release savings.

Inspire, Innovate, Change

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We're on the web!
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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 your 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.

About Procurement Consortia

Collaborative purchasing among independent organizations is not a new idea. Farmers have had cooperatives, or 'co-ops' for many years with the aim of combining their individual needs to gain purchasing power.

Many of these organizations have been formed to enable them to survive against the powerful purchasing and marketing power of large food chains and competing organizations.

Today, purchasing consortia can be a valuable strategic initiative worth serious consideration. Moreover, a purchasing consortium is a vehicle through which the purchasing function may add

significant value to their respective firms.

Fortune 1000 companies have reported that purchasing through their consortia saved them about 13.4 percent which yielded an average annual saving of about \$2.3 million for each member' (Centre for Advance Purchasing Studies, - Focus Study).