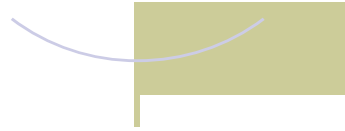




Opportunity Assessment



Identifying Opportunities to Reduce Spend & Increase Profit

Benefits

Savings - Identify opportunities to increase your profits from your existing suppliers, without any changes to your business.

Strategic Direction – Providing competitive advantage & long term vision.

Spend Visibility – Understanding existing spend.

Validation – Internally agreed plans ensure smoother implementation.

Future Proof – Tools provide opportunity for internal analysis in the future without the need for external consultants.

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.

An ‘Opportunity Analysis’ is a structured, fact based assessment of supplier spend reduction opportunities.

It allows companies to reduce their operating costs, thus increasing profits with minimal disruption to day to day business.

An opportunity analysis should provide a framework for developing sourcing strategies divided into areas of opportunity, primarily to reduce costs.

Use Orange Maples Opportunity Assessment to ‘out-think & ‘out-execute’ your competitors, lowering costs & leveraging suppliers.

Working with key stakeholders is the key to aligning expectations & delivering a robust, achievable plan.

Your organisation will benefit from having a clear direction for procurement savings and opportunities.

An opportunity analysis should go far beyond simple analysis of spend & should uncover challenges in areas such as risk mitigation, supply chain effectiveness etc.

Developing a full opportunity assessment takes between 4 & 10 weeks.

OrangeMaple will stand behind results & implementation on a contingency model to ensure results achieved.

Key Steps

Data Collection & Analysis	Interviews & Workshop	Implementation
<ul style="list-style-type: none"> • Define the project scope, quality & commercial requirements & reporting arrangements. • Collect data. • Refine, cleanse and analyse data. 	<ul style="list-style-type: none"> • Conduct workshops & interviews to get a deeper understanding of the data. • Determine sourcing strategies, business impact, savings potential, implementation issues. 	<ul style="list-style-type: none"> • Develop the implementation plan. • Focus on quick wins as well as sustainable programme of work. • Release savings.

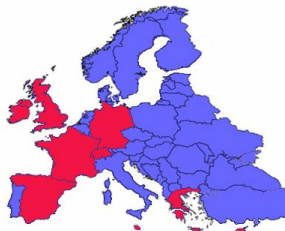
Inspire, Innovate, Change

15 Ivy Lodge
122 Notting Hill Gate
London W11 3QS

Phone: 077 2532 8646
E-mail: info@orangemaple.co.uk



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 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.

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%.

