



Spend Analysis



Build a Deep Understanding of Your Spend

Benefits

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

Spend Visibility – Understanding existing spend by supplier, commodity, line item, fragmented suppliers etc.

Cleansed Data – Cleansed and categorised data is provided from your multiple sources of information (AP, Procurement Card etc).

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.

Build a deep understanding of your expenditure profile down to an item level.

Our activities will allow you to analysis your accounts payable data from multiple-locations.

We will cleanse and categorise the data to build a profile of your spend.

We will provide you with real time reports of your choice, detailing spend by supplier, cate-

gory, sub-category and stakeholder.

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 virtually no disruption to day to day business.

Companies interested in reducing their spend should also consider un-

dertaking an OrangeMaple ‘Opportunity Analysis’.

An opportunity analysis builds on a spend analysis and should provide a framework for developing sourcing strategies divided into areas of greatest opportunity and least risks.

The Opportunity Analysis will take into account current market conditions & internal factors.

Key Steps

Agree Scope, Data Collection	Data Enhancement & Enrichment	Implementation & Data Handover
<ul style="list-style-type: none"> Define the project scope, quality & commercial requirements & reporting arrangements. Collect data. Refine, validate and cleanse the data. 	<ul style="list-style-type: none"> Classify & Enhance the data. Analyse the data and develop reports by supplier, category, sub-category, line item etc. 	<ul style="list-style-type: none"> Provide internal training for data-base tool. Provide data-base structured information to client. Develop next steps report, consider full ‘Opportunity Assessment’.

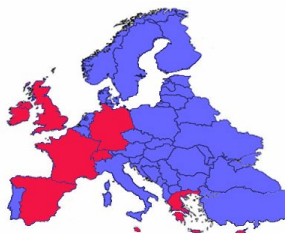
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We're on the web!
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Our workforce is multilingual so we can assist you in a range of countries across Europe & Oceania.

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 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%.

