

Do you know where to find the best opportunities for your procurement function?

At its best, procurement is a valuable corporate asset – delivering savings, reducing risks, and creating better value for money; plus, modelling future events, improving the company's image, and increasing sales.

Through our Opportunities Analysis, we work with you to identify these possibilities and savings, and help you develop actions to transform your procurement function into a stronger corporate asset. Having helped one of only two organisations in the UK to reach "World Class" status in their procurement processes (as defined by The Hackett Group), we know that our combination of procurement expertise, systems and process knowledge can make a real difference.

THE 3 PART DELIVERY

1. Opportunities Report

Xoomworks will deliver a structured and rigorous review of your procurement function and how it compares to best-in class performers. Our Opportunities Analysis is based on our Complete Procurement framework (see over) and includes:

- ✓ Sourcing Strategy and Category Management
- ✓ S2C & P2P processes, policies & technologies
- ✓ BI & performance management
- ✓ Organisational structure & support
- ✓ Vision and branding
- ✓ Stakeholder Engagement

2. Open Discussion

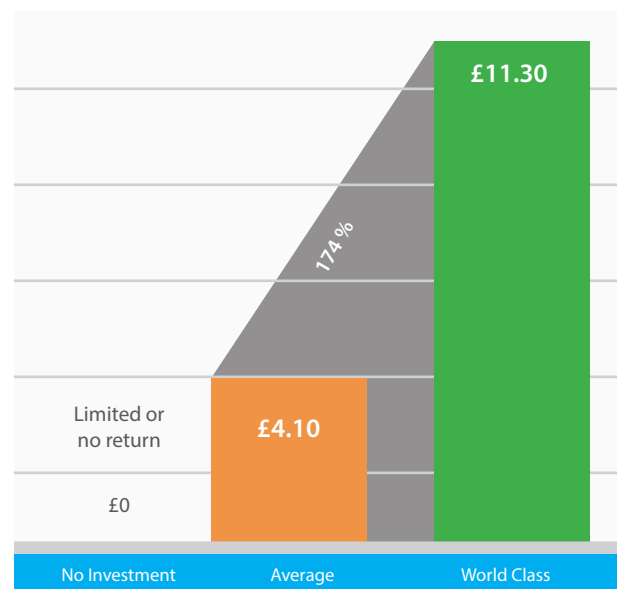
Our experienced consultants will walk you through the report, deep dive the findings and answer any questions you may have.

3. Road Map

Using the report as a baseline, our consultants will offer a procurement roadmap with clear actions to grow your business into a strategic leader.

Research Shows:

For every £1 invested in procurement between £4 and £11 is returned.



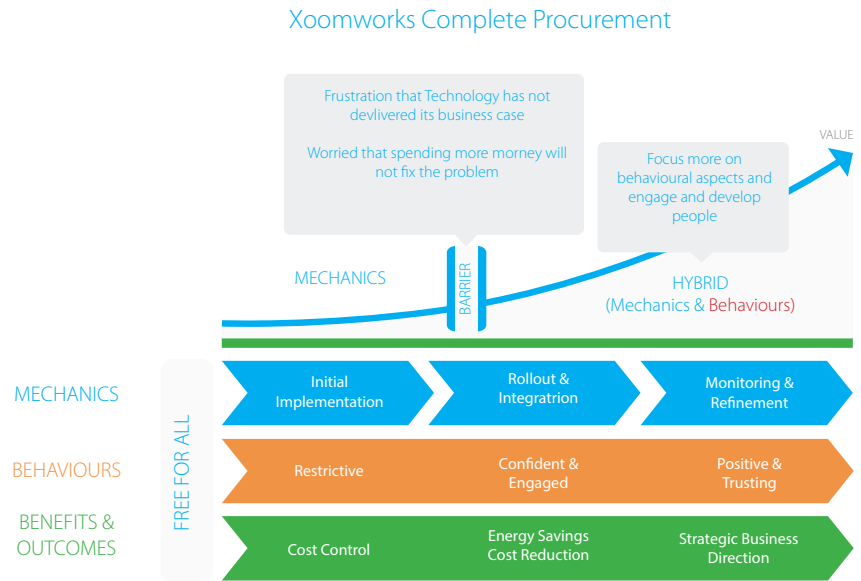
SOURCE: THE HACKETT GROUP

The Complete Procurement Framework

Our framework recognises that the most successful Procurement functions build a solid platform first – the mechanics of procurement – then balance this with behavioural change.

Sometimes, though, progress is blocked – either through the mechanics not being right, or through less focus on the right behaviours.

By basing our Opportunities Analysis on this understanding, we are able to identify the root causes of problems, highlight opportunities, and deliver a broader and more sustainable range of benefits.



The following list shows some examples of the types of benefits achieved:

- ✓ Increase managed spend to over 80%
- ✓ Ten-fold increase in compliance
- ✓ Reduce category spend by 30% through better demand management
- ✓ Spend 25% less on procurement operations than typical companies
- ✓ Stronger supplier relationships
- ✓ Better management of risk
- ✓ Control and flexibility of working capital to save between 2-3%

“We selected Xoomworks because of their in-depth procurement knowledge and expertise, and their experience in building sustainable stakeholder relationships.”

About Xoomworks

Xoomworks is a niche consultancy and outsourcing company that specialises in Procurement and Business Intelligence. Staff are based in UK and Europe and consist of technical, business and behavioural consultants, and senior procurement staff. Our Complete Procurement proposition addresses both the mechanics and behaviours of Procurement that drive the greatest value for organisations.

Interested in finding out more about Xoomworks Procurement?

Call us now on +44 20 7400 6120 or send an email to procurement@xoomworks.com
www.xoomworks.com/procurement

Procurement Leaders
Finalists

