

# Xoomworks Accelerates Savings Through Better Sourcing

Sourcing is usually one of the most effective ways to deliver savings. But there is a significant difference between those that do it and those that do it well - top performers achieve four times more savings than average organisations.

For mid to large organisations, this is a difference of many millions, with savings typically lost through poor strategy, tendering, negotiations & compliance.

Xoomworks' sourcing services close this gap, whether you have an established procurement function, or are just starting on the savings delivery and cost reduction journey. Our sourcing offering allows for a tailored set of defined services for the areas where you need the most support, ranging from simple programmes of e-auctions to complex category management.



## Different solutions based on how established your procurement is:

For mature Procurement Functions, we work with you using your existing sourcing platform and team to:

- ✓ Supplement your team so you can cover more ground
- ✓ Advise on event set-up and manage execution, delivering increased savings (this can be over 100% savings increase on what was previously being achieved)
- ✓ Coach, train and develop your in-house team

For growing procurement organisations earlier on the road of savings delivery, Xoomworks uses its lasta\* cloud spend analytics and sourcing solution to:

- ✓ Complete data cleansing, consolidation and analysis
- ✓ Develop sourcing roadmaps
- ✓ Design and structure sourcing events
- ✓ Complete contract negotiation and move suppliers into business as usual
- ✓ Manage the execution of events, including supplier engagement, live monitoring and service desk support

\*lasta – Gartner Magic Quadrant procurement solution

### Category coverage:

Our consultants have managed over £1billion through events, saving over £130 million in a broad range of direct and indirect categories for growing and established organisations.

Xoomworks brings category, process and system expertise to achieve greater savings at a faster rate.

Additionally, our transactional expertise helps ensure the savings you've achieved on contract are delivered through to the business and reach the bottom line.

Direct	Indirect			
Over £700m sourced	Over £500m sourced			
Raw Materials 5-9%	Advertising & Marketing 8-20%	Office Equipment 7-25%	Professional Services 5-12%	Travel 5-10%
Goods For Resale 4-14%	Promotional Products 10-20%	Stationery 5-12%	Temporary Labour 8-18%	Fleet 10-15%
Packaging 5-11%	Training 7-15%	Print 6-18%	Facilities & Warehousing 5-21%	Transport & Logistics 8-17%
Equipment & Machinery 10-45%	IT Hardware & Peripherals 10-22%	Telecomms 6-14%	Fuel 5-10%	Utilities 6-15%
Total Savings: Over £130m				

Xoomworks typically works with clients across a programme of events or a group of categories. This may range from a handful of e-auctions to a multi-year category management programme. We work together to agree the most valuable support we can provide from the following:

Spend / Opp Analysis and Roadmap Creation	Category Analysis	Event Design	Event Build & Prep	Event Management	Contract Execution & Management
Data collation and cleansing	Spend profiling	Specification agreement	Bid template creation	Multi-language user and supplier support	Post event report and wrap-up
Data coding and analysis	Supplier data collection	Sourcing plan creation	Support docs and rule guides preparation	Live event monitoring	Contract negotiation, drafting and agreement
Opportunity analysis and roadmap development	Data analysis and verification	ITT/Rfx/auction type agreement	Supplier engagement, registration and training	Proxy bidding	Performance management strategy definition
	Supply market analysis	Lotting strategy development	Sourcing platform event configure	Recorded communications	SRM strategy definition
	Business requirements analysis	Stakeholder comms management		Viewing room	Handover to business or manage externally
				Response collation and award	

**“Xoomworks are down-to-earth, flexible and innovative. Their in-depth Procurement knowledge allowed us to achieve the goals we needed.”**

### Our Results

While we have saved our clients over £130m, it’s not always just about cost savings - the results must be sustainable.

Both our approach and our fees are structured to encourage this:

Our approach is collaborative meaning our expertise is transferred to your team, up skilling them and making them more self-sufficient.

As transactional experts, we also advise how to capture the savings, so they become more than just paper-based.

Our fees, unless specifically requested, are not based on percentage of savings achieved, meaning supplier assessment and award can objectively consider non-cost metrics.

There are a number of case studies on our website with greater detail from a small sample of our successes.

### Industry Experience

As well as a broad range of categories, we work across most industry sectors, including:

- Pharmaceuticals
- Financial Services
- Retail
- Media & Entertainment
- Utilities
- Travel
- Hospitality
- Oil & Gas
- Public Sector
- Property
- Manufacturing
- Communications
- Professional Services
- Mining

## 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](mailto:procurement@xoomworks.com) [www.xoomworks.com/procurement](http://www.xoomworks.com/procurement)

Procurement Leaders Finalists

