

Xoomworks Procurement Services

Xoomworks Procurement is a leading procurement consultancy that helps global to mid-size organisations across more than 15 industries around the world transform procurement into a more valuable corporate asset.

We work with you throughout your procurement journey, from deciding the scope, priorities and preparing for success, through to delivering your solution and supporting your business after go-live.

Our expertise covers Sourcing and Transformation, Procurement Technology, and Operational Procurement Support – from sourcing, supplier management and visibility of spend through to transactional control and supply chain financing.

Our team of over 100 professionals consists of experts in the key leading procurement technologies, as well as ex-industry procurement heads and senior procurement consultants.



Established 2000



Xoomworks Centre of Excellence – ITIL-based knowledge, training & resolution centre coordinated from Romania and Bulgaria



100 procurement practitioners



200+ clients in over 60 countries



“Xoomworks is a company with a people focus. It was a pleasure working with these guys, and everyone at Xoomworks is extremely motivated and really supportive.”

Renzo Argento, IS Sourcing Program Manager, GE

What we do in three key areas:



Procurement Sourcing & Transformation: a practice of experts with strategic and practical knowledge, able to advise clients across the whole procurement spectrum and deliver effective change.



Procurement Technology: offering vendor neutral e-procurement specification, selection, implementation, integration and optimisation services.



Operational Procurement Support Services: a multi-lingual team providing support services for e-auctions, spend analysis, supplier enablement, transaction desk, systems service desk, release management and upgrade support, testing, and training services.

Why choose Xoomworks?

Focus on business outcomes, not just processes and technologies

A niche practice with tailored propositions and strategy that are aligned to your industry, target markets, and business challenges

Practical and sustainable advice and capability through a wealth of experience with many of our consultants working in the field of procurement technology for 20+ years

One team approach that implements change with you, not to you. No blame culture, just joint responsibility working to the same goals

“We could not have achieved such fantastic results without Xoomworks. Those closest to the project know just how much you’ve supported us, and those who have worked with other implementation partners know the quality and responsiveness of the Xoomworks support is unparalleled.”

Jo McDowall
UKI Procurement Lead at ISS



Our solutions

Xoomworks Procurement has one of the most experienced teams of Source to Pay solution consultants across EMEA, with 100 practitioners focusing on the leading solutions and investment in our own products to complement our delivery and our partners’ technology.

XoomConnect®

Spend Management Solution integration with existing ERP Systems – XoomConnect
Developed by Xoomworks, XoomConnect accelerates and simplifies the technical integration between your Spend Management System and ERP(s), saving you time and money through implementation and lowering ongoing maintenance costs.

XoomConnect is hosted in the cloud, using proven, secure and robust technology services. It is easily configured to extract, transform, aggregate and map data from different sources.

Using XoomConnect and integration experts from Xoomworks we can integrate with virtually any ERP, ensuring you’re up and running quickly and making the most out of your Spend Management investment.

XoomChange®

Xoomworks’ change management methodology – XoomChange

XoomChange provides both the overall framework for change management and the tools and templates that we have refined over the last 20 years. We know what works and we bring these tools to your project to avoid the need to create everything from a blank sheet.

Our approach is based around the need to spend time with the stakeholders that we identify as being impacted by the changes, involving them in business decisions, and helping them to support project delivery through the change channels identified.

Our methodology covers three main phases that overlay project phases:

- **Preparation** – we will answer who, how and when the change impacts
- **Management** – we will coordinate activities and ensure the organisation is set-up effectively for the impacts of the project
- **Maintenance** – we will measure performance and success and create continuous improvement strategies and reporting mechanisms.

XoomCloud®

Cloud-based, rapid deployment methodology – XoomCloud

We tailor and use our cloud-based, rapid deployment methodology on all our procurement technology projects. It allows us to approach every project consistently and systematically and builds on the lessons learnt and tools from every previous project we have undertaken.

XoomCloud creates an environment where smaller projects we have undertaken with greater agility and with reduced risk. We provide up-front transparency so everyone knows what needs to be done, when and by whom. This process reduces project costs through a more complete and rapid pre-project planning, as well as a more effective implementation approach.

XoomCloud is comprised of three components:

- Methodology (what to do)
- Playbook (how to do it)
- Templates and Tools (system related technical documents as well as project-based templates such as plans and trackers).



“Xoomworks has a very personable team to work with. They were constantly responsive and kept up the pressure to get us live on time. The whole operation went smoothly.”

Mark Gill, Commercial Director,
Northumbria University

XoomTune®

Spend management optimisation – with XoomTune

XoomTune provides advice and expertise to ensure benefits are identified and achieved from your Spend Management solution. It enables you to ensure your solution is continually improved and delivers on your original e-procurement business case.

XoomTune is a service designed for companies that have implemented a spend management solution. Our service gives you a KPI dashboard with results fed back to you in the context of success metrics and the e-procurement business case. It gives you:

- A review of your Source to Pay solution data
- A dashboard of key procurement metrics from your solution with comparison to your business case and ‘what good looks like’
- Consulting insights into successes and improvement areas.

Operational Procurement Support (OPS)

- Our team of procurement and system experts are based at our specialist multilingual Service Desk and Centre of Excellence in Romania and Bulgaria. Our services are designed to allow your team to focus on the core objectives to drive value to your business while we make sure everything is running smoothly. OPS is comprised of three areas:
- Service Desk & Release Management – ensuring your systems are running smoothly by giving you multilingual, ITIL-based 24/7 support for source-to-pay systems and analytics.
- Enhancement Services – helping you deliver more value through data cleansing and spend analytics to supplier enablement, testing and training.
- Sourcing – helping you deliver greater savings faster, from complex category management to one-off auction support.

Our Partners

We’ve been working in partnership with organisations to implement leading procurement solutions for over 20 years. Expertise is end-end, from sourcing to contract management, purchase to pay, supplier management and analytics.

Our main partners: Coupa, Ariba, Jaggaer

