

# Procurement Excellence

Procurement is important to any organisation's competitiveness and this is especially important when we look at the current economic climate. Indeed, every pound an organisation saves in costs is basically a pound added to the bottom line. It takes a lot more effort, work, cost and risk to make that same pound via sales.

### Sustainable Benefits

We are a team of procurement specialists with real life procurement experience in both private and public sectors. We have managed portfolios as diverse as complex engineered aerospace components to office stationery. We will understand your organisation and we will speak your language. Our team of local professionals and our extended team of global PwC colleagues and partners have implemented procurement projects worldwide, realising rapid and sustainable benefits.

We are committed to enabling your organisation to compete in today's marketplace. Our approach is tailored to your organisation's requirements with the aim of ensuring your organisation's bottom line is improved.

This is achieved by:

- Assisting you to achieve even greater value for money through your purchasing function;
- Assisting you with capital equipment, direct and indirect material sourcing;
- Assisting you in achieving greater procurement efficiency, improve your export potential;
- Helping decrease everyday consumable costs in the current competitive environment;
- Setting up buying groups to add economies of scale and gain even more competitive advantage; and
- Enabling organisations to maximise the disposal value of redundant assets and stock via forward auctions.



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## A Proven Methodology

The Procurement Excellence methodology we follow is a tried and tested model. Our procurement specialists work with your team to analyse your spend, your supplier relationships and the marketplace. From this information, a strategy is drawn up and a plan on how to achieve the goals of the strategy, whether it is to develop a strategic supplier relationship or to leverage a liquid market.

One of our main tools is the electronic auction platform and where applicable we use this to secure the optimum benefits. Throughout the process the key stakeholders are involved and asked to contribute to the strategy. We aim to complete each process within weeks not months.

## The PwC and Prologic advantage

PwC and Prologic have partnered to bring you sourcing experience and web based tools. Tapping into these resources and experience allows you to quickly develop a robust supply chain strategy. Typical benefits your organisation would realise are as follows:

- Identification of strategic sourcing opportunities and 'quick wins';
- No capital outlay necessary;
- Performance based fee structures;
- Achieving value for money not just reducing cost;
- Short term boost to your procurement team with long term benefits;
- Using suppliers vetted and approved by you;
- Compliance with EU tendering legislation;
- Access to global sourcing networks and emerging markets; and
- Tailor made solutions to enable companies to thrive in the current economic climate.

Prologic eProcurement is a part of the Prologic group, one of Ireland's top players in Data security, Sole Websense Platinum Partner and Proton Data destruction. It was the fastest growing NI IT security company in 2006.

PricewaterhouseCoopers LLP is Northern Ireland's and the world's largest firm of professional advisors, with more than 140,000 people in 144 countries. PwC NI has extensive experience in Supply Chain Management and Procurement activities, and we connect thinking, experience and solutions across our global network, to enhance value for our clients and stakeholders.

Our team has assisted clients to deliver extensive savings in the procurement of their goods and services, through robust analysis of the client's procurement needs, supply markets, and opportunities for cost reduction. Our tools and methodologies equip our clients with rapid delivery of benefits which makes change stick.

## Your Contacts

For further information contact:

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“ Through the approach adopted significant savings were identified that will secure our margins against the pressures from competitors and reduces our exposure to spiralling raw material costs. The bonus was that this was achieved with no initial outlay, no significant demands on procurement resources and minimised risk to the supply chain. We will definitely repeat this activity on other material categories. ”

Paul Colton, Operations Director · FinTec, Dungannon

FinTec is part of the Sandviks' UK Mining and Construction Division · October 2008