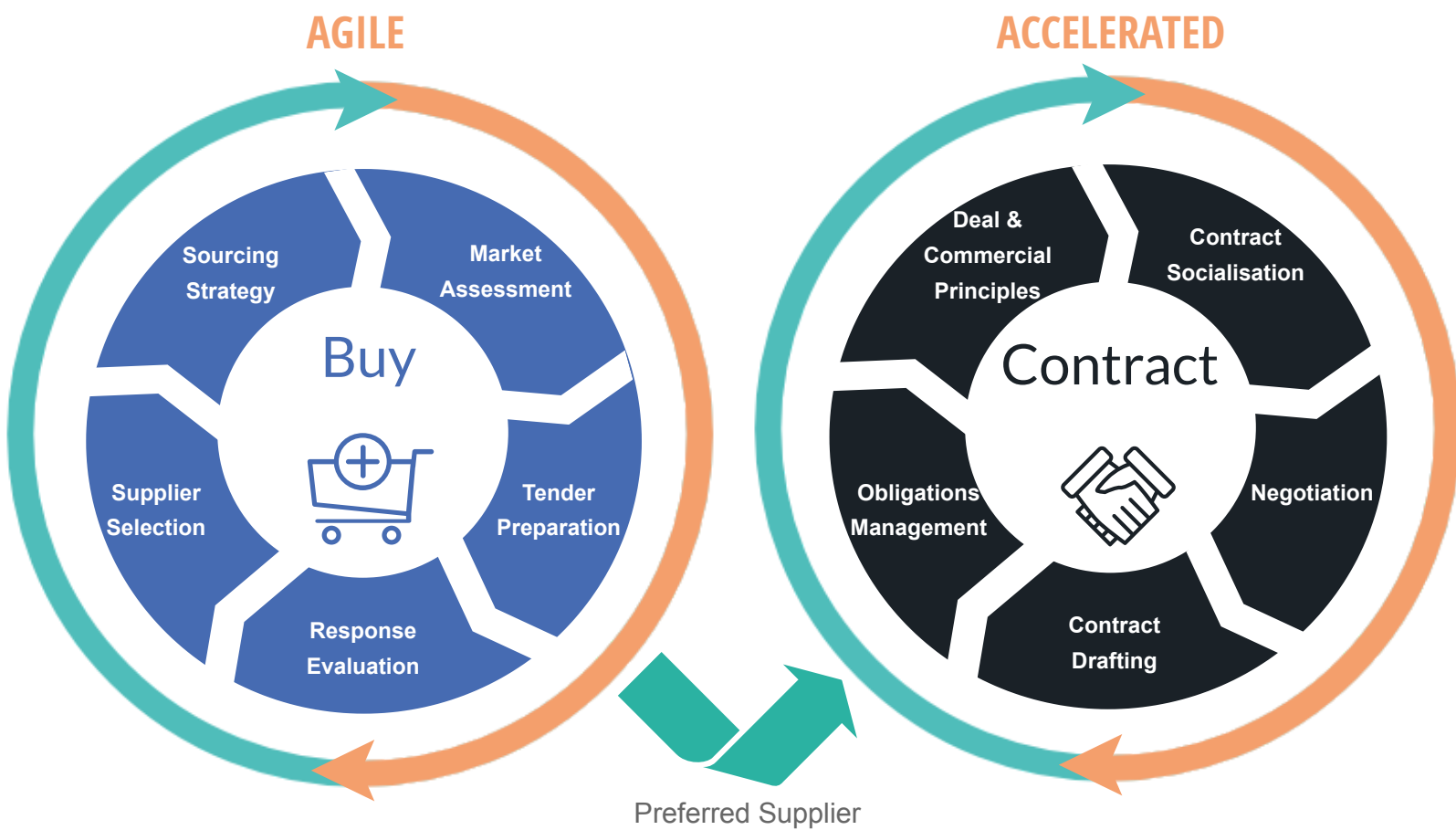


How to improve your IT spend through agile & accelerated procurement practices



Sourcing Strategy & Market Assessment

This can include base-lining commercial and financial environment, defining the 'go to market' approach & scope, identifying potential suppliers and benchmarking service against the market.



Tender Preparation

Rapidly developing tender documents using predefined templates covering process, solution requirements and commercial and financial criteria



Response Evaluation & Supplier Selection

Evaluate supplier proposals using flexible assessment tools to determine the best supplier solution for your business



Deal & Commercial Principles

Defining the best deal principles and commercial terms for your agreement based on your current and future needs



Negotiation & Contract Drafting

It's critical that you marry broad commercial negotiation skills with negotiation planning tools and prebuilt contract documents. This will accelerate production of the optimal agreement.



Obligations Management & Contract Socialisation

Tracking of obligations through a register and producing contract summaries for key stakeholders is critical for supplier management activities.

Steve Watson, Principal Consultant , Commercial Life-cycle Lead

"Its worth noting that savings come in many guises – a new supplier contract that is no cheaper than the old one but allows the customer organisation to realise 50% more operational efficiencies is as valid as a new contract that is 50% cheaper but offers no efficiency benefits!"

To get started on this journey there are some foundation elements that should be in place in your commercial management team(s):



Having core skills in commercial awareness and supply chain expertise and the best fit operating model will keep you in control.



Having the right commercial systems, processes and policies will provide the solid foundation for maximising commercial value of your supplier services.



Identifying and reviewing your key supplier relationships to deliver greater value, reduce costs and ensure better services.

