

Peru brings years of commercial experience allied with a deep knowledge of the IT software, managed services and outsourcing marketplace to help suppliers deliver the optimal proposals aligned to the needs of your customers.



Does your organisation....

Wish to **maximise the value** from your existing and inherited third party agreements?

Need help to **identify untapped savings** opportunities within third party agreements?

Struggle to unearth the third-party savings opportunities within account plans?

3rd Party Contract Consolidation and Optimisation

Our experienced team can help you take a **fresh and analytical** look at your existing and inherited third party contracts which underpin the services to your customers. Our **analytical approach** assesses the most relevant third party agreements and makes costed recommendations for rationalisation, consolidation or operational efficiencies.

Our approach leverages both our experience and **benchmark data** to assess market-aligned pricing for the services you purchase and we can support you through any subsequent re-negotiations.

Our service can be performed at either a sector or individual account level and can be **tailored to the requirements** of each individual engagement.

What could your future look like?

- Savings which **increase margin** or meet **efficiency savings** targets
- **Reduced complexity** and time spent on governance and reporting
- Allow your account teams to **focus on delivery** obligations whilst our team complete the legwork and provide costed recommendations.

Service Outcomes

- We, as your **trusted advisor**, can bring you an objective, unbiased series of recommendations regarding your 3rd Party contract portfolio
- Our highly **experienced professionals** bring you an analysis of your current pricing against the market
- Our structured review process can deliver value in terms of consolidating your portfolio of 3rd party contracts either by service or pre-approved suppliers
- Our assessment and recommendations can drive **increased commercial leverage** through a consolidated & rationalised partner portfolio whereby increased volumes and business can be offered.
- We will work with you to scope the review for maximum potential benefits and focus our efforts in the services or third party contracts likely to yield the most value.

avis budget group

'When you need a consultancy firm that can act as a trusted partner who can integrate within a team, has the ability to consult with rather than be directed, and can provide expertise to very complex problems, then Peru Consulting should be high on anyone's list.'
David Southwood, Avis Budget Group.





Approach

Based on previous successful projects we follow a 3-stage approach:



Discover

- We will work with you to **identify** the contracts to be evaluated based on significance, availability and actionability
- In parallel we collate **comparator data** from our benchmark database



Evaluate

- We conduct key stakeholder interviews, **examine performance** reports, invoices and the underpinning contracts for the subset of agreements identified during the discover stage.



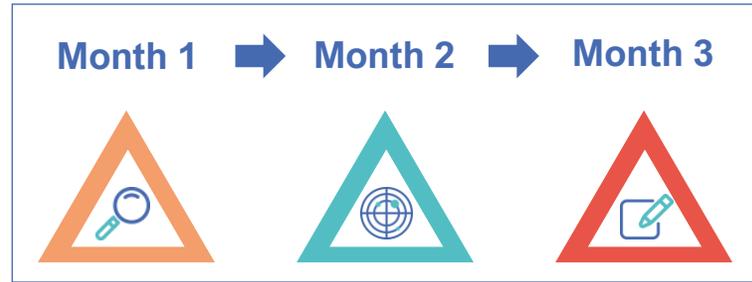
Recommend

- We will provide **costed recommendations** including, for example, where to:
 - **renegotiate** to improve commercial terms
 - **rationalise** to remove duplication
 - **consolidate** to simplify management
- We utilise several best practice tools to support you, e.g. reverse benefits dependency maps.



Timeline & Commercials

An illustrative timeline:



- Timescales are elapsed time, not effort and are dependant on requirements and scope
- The average engagement typically takes 3 elapsed months once the scope has been defined and agreed
- Timescales are dependant on adequate access to key stakeholders and available service and contract documentation.

A commercial model that works for you:

We offer a **flexible** range of commercial models aligned to your financial & risk requirements:



- Fixed price, based on scoped outcomes
- Time & materials
- Gainshare, risk reward (within caps)



Outcomes

Outcomes aligned to your key objectives:

- We work with you to identify your key strategic **objectives** e.g. margin improvements, service optimisation
- Output will include costed commercial and operational **recommendations**
- Our expertise can help provide methodologies, approaches and strategies to benefit similar accounts or services.



Actionable outcomes:

- We provide clear, detailed insight alongside specific recommendations to **drive improvements** in your organisation.