


PMMS Asia Pacific drives integration of post merger procurement

Client	Situation	Approach	Benefits
<p data-bbox="268 518 407 639"><i>Trans Tasman merger</i></p> 	<ul data-bbox="580 472 915 903" style="list-style-type: none"> • Newly merged trans Tasman business has post merger target of A\$200m value released in first 12 months . • Opportunity analysis by all parts of the business, and procurement identify > \$100m target for procurement synergies. 	<ul data-bbox="967 472 1321 1153" style="list-style-type: none"> • Client selected PMMS to manage delivering integration synergies. • PMMS lead teams of stakeholders from across business to drive fundamental business change to deliver dollars. Some projects < 90 days to deliver, some longer timescale. • Simple leverage not really possible due to variety of different solutions adopted in the two businesses. Rejected “big lever” 	<ul data-bbox="1359 472 1725 1286" style="list-style-type: none"> • Progress slower than expected due to organisational disruption caused by putting in new structure. • Some projects delivered to schedule releasing benefits in excess of A\$ 70m. • Business offered chance to start from scratch and embed good practices, rather than replicate previous solutions. • Greenfield planning help cement integration, promote innovation and avoided “us and them” mentality within the new organisation