


## PMMS delivers procurement influence and effective supplier relationship management

Client	Situation	Approach	Benefits
<p><b><i>International Multi-Utility Group</i></b></p> 	<ul style="list-style-type: none"> <li>• Purchasing process inconsistent across the business, limited strategic contribution</li> <li>• Client being 'widely exploited by supply base'</li> <li>• Increasing market competition and a fixed revenue base meant value from suppliers needed to be maximised</li> <li>• Purchasing VFM called into question</li> </ul>	<ul style="list-style-type: none"> <li>• Purchasing benchmark undertaken, leading to a prioritised action plan, including</li> <li>• Installation of Board level commitment to the Purchasing proposition</li> <li>• Radical re-structure of the Purchasing process recognising that 'not all suppliers are equal'</li> <li>• Extensive people and process development activity</li> </ul>	<ul style="list-style-type: none"> <li>• Purchasing contribution now on Executive agenda</li> <li>• Substantial organisational change has aligned the Purchasing process to real business objectives.</li> <li>• Active, effective supplier relationship management generates demonstrable gains in supplier performance</li> <li>• Substantial cost savings (exceeding 30% in key supply markets)</li> </ul>