


PMMS Asia Pacific develops procurement function capability through implant team, delivering long term benefits

Client	Situation	Approach	Benefits
<p data-bbox="281 462 458 586"><i>Australian Mineral company</i></p> 	<ul data-bbox="605 451 934 976" style="list-style-type: none"> • Client faced with diminishing margins in a mineral processing business with limited scope for price escalation. • Client considered resourcing own procurement team or engaging third party to drive margin protection / enhancement through procurement. 	<ul data-bbox="991 444 1334 1162" style="list-style-type: none"> • Client selected PMMS to lead procurement function with small team of “implants” of PMMS consultants. • Procurement manager and team of four dedicated consultants provide functional leadership to broader procurement community within the business. • Goal is to “hard wire” good practice in other functional processes so that business planning includes procurement. 	<ul data-bbox="1393 429 1753 1258" style="list-style-type: none"> • Progress was slow in a multi site operation with a head office and local operational structure. • Savings targets quite modest [\$10m pa] but building from a low base. • Targets achieved in each year. Critical event was supporting marketing team in key client negotiation. • Negotiation was a success, and result is access to value increasing projects, not just cost down projects. Influence on management team gives high profile.