



# Strategic Sourcing

*Get the savings!*

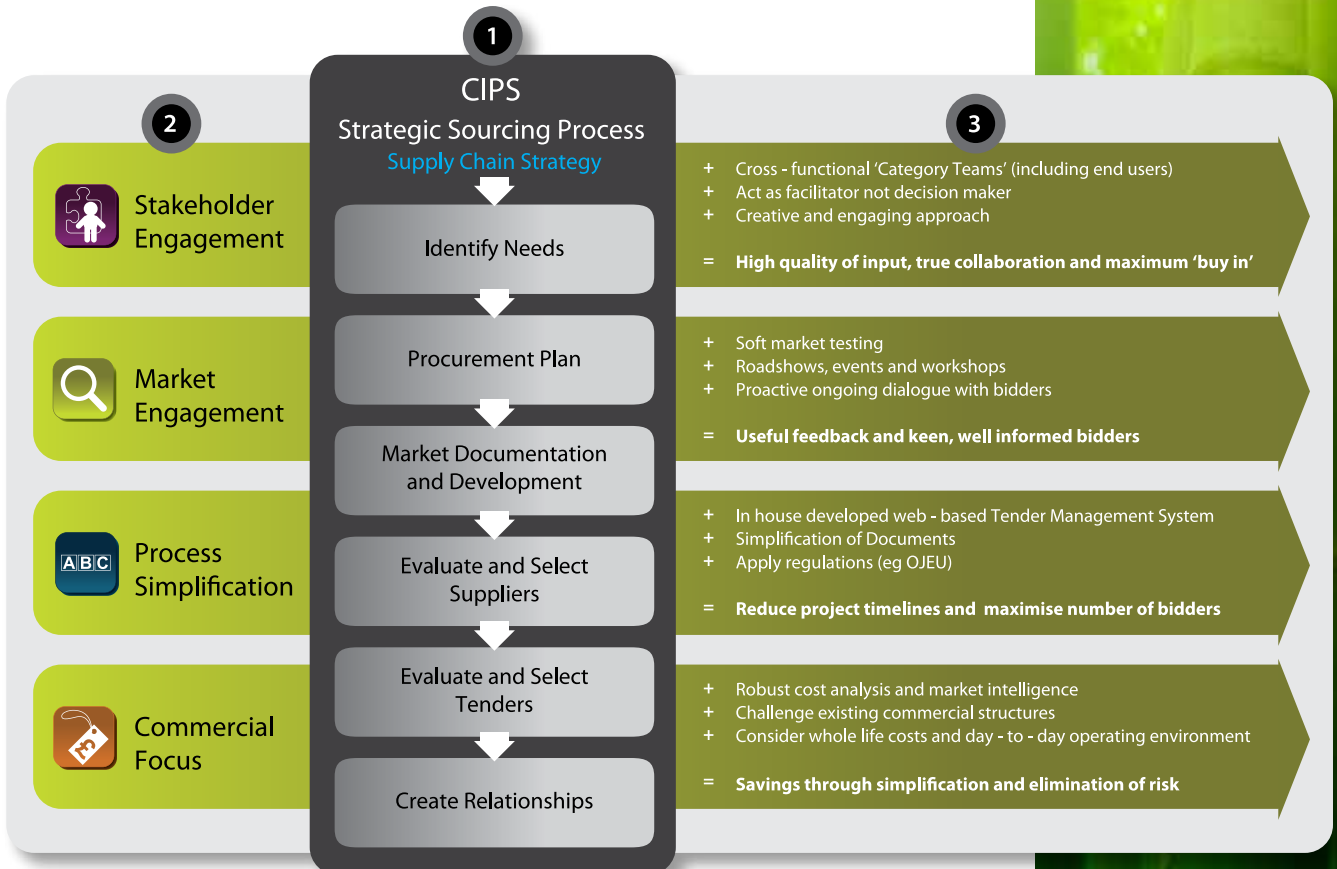
Procurement professionals use the term sourcing to describe the process of establishing commercial arrangements with suppliers, be it via competitive tendering, negotiation, an OJEU process or other means.

Strategic Sourcing builds upon this by applying deep category expertise and innovative approaches to drive optimal outcomes. However, many organisations do not have the time, resources or tools necessary to properly conduct strategic sourcing initiatives.

## The Valueworks Approach

Valueworks work with clients to develop and execute a bespoke strategic sourcing process. The diagram below summarises the three key features of our approach which are:-

- 1 We utilise CIPS' best practice processes as the underlying basis;
- 2 We then add value to this process via our proprietary toolkit of four 'key differentiators' that permeate the entire process;
- 3 The result is a tailored project which drives a shift from average outcomes to optimum outcomes...



## What makes us different?

**On time, in full** – we have earned an enviable reputation for 'making things happen' and doing what we say we will, when we say we will.

**Risk / reward fees** – we have flexible commercial structures and will link these to outcomes for the client.

**Savings guarantee** – put simply, if we don't deliver, we don't expect to be paid.

**Delivery partners** – we work with our clients, not for our clients.

**Knowledge transfer** – our standard project approach includes specific objectives in respect of skills transfer and leaving a legacy.

**Collaborative experts** – having worked with over 10 different procurement consortia we have a distinctive competency in this field.

**By adopting the above approach, we deliver average audited savings of 12.9% for our clients.**



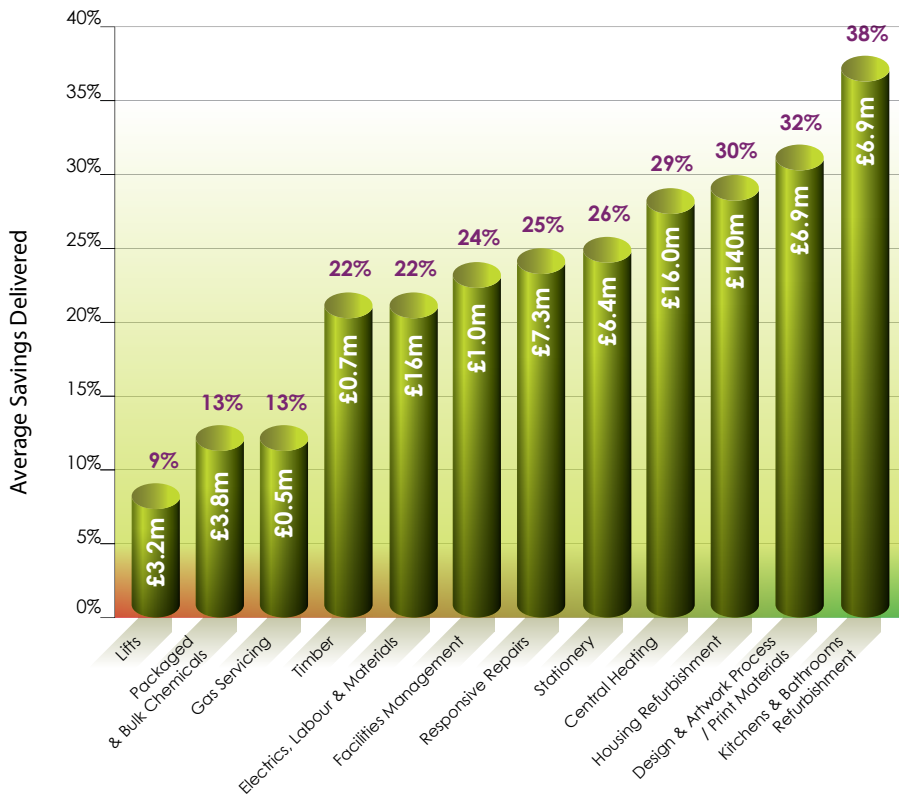
Making eCommerce happen.

## A proven track record...

Valueworks has undertaken over 100 Strategic Sourcing projects in the last three years on behalf of clients in both the public and private sector.

Categories have ranged from ICT mainframe systems through to bathroom installers, and projects have ranged from short mini - competitions through to PFI initiatives.

Regardless of the client or the category of spend, our team has a track record for delivering savings. Take a look at the results:



We pride ourselves in being different to other consultants. The majority of our projects originate from clients that have worked with us before. They appreciate our no-nonsense approach, our ability to 'make things happen' and the outcomes we generate.

*"One year on from the conclusion of the sourcing process, we have a successful partnership that is delivering commercially for both ourselves and the contractor, along with an innovative and scalable model. Valueworks played a key part in achieving this."*

**James Hill**, Director of Property Strategy, Riverside Group

*"Valueworks took our existing sourcing plans, quickly refined them and then helped us deliver an outcome that exceeded our expectations, including direct cashable savings of 13%."*

**Helen Blackey**, Repairs Manager, Calico Housing

## Case Study – Riverside Housing Group



Valueworks worked with a project team comprising multiple operating divisions to develop and execute a Strategic Sourcing strategy for responsive repairs contractors across Riverside's 50,000 properties.

Contracts for the pilot zone were delivered through an OJEU compliant 'competitive dialogue' process.

Valueworks delivered the project on time, in full and achieved a cost saving of over 17% by using an innovative pricing model.

Because of this success, Valueworks were engaged to roll-out the model across 5 remaining zones, using a mixture of OJEU compliant 'open' and 'restricted' processes.

## Case Study – Mitchells & Butlers



Valueworks were engaged by the leisure group to lead Strategic Sourcing projects across two key categories of spend.

Using our tried and tested approach, a plan was developed in conjunction with Mitchells & Butlers. This was then aggressively managed in order to complete the project in less than 8 weeks.

The project delivered tangible quality and SLA improvements alongside average savings of 18% which were achieved through specification standardisation and market engagement.