

Product Description

Valueworks Category Management



**Find
the Savings**



**Get
the Savings**



**Keep
the Savings**



**Increase
the Savings**

The Scenario

Outside of the leading world-class organisations, few companies have the resource in terms of personnel, experience, time or budget to put the necessary focus on continual strategic cost management activities.

World class companies will mine costs down to sub-sub-component levels, track commodity markets, focus significant time studying market developments with their supplier base and continue to take any opportunity, however small, to remove costs from their products, services or business processes. In addition, fulfilling 'partnerships' will be formed with suppliers to ensure each party benefits from good purchasing practise.

These strategic cost management activities are essential, but are rarely conducted on an ongoing basis by most organisations. When not, deals tend to drift and it becomes very difficult to maintain prices. Profitability is then impacted and the original sourcing savings are eroded.

The Solution

Valueworks Category Management combines experienced sourcing professionals with the principles and practices of world-class strategic cost management. This is a fully customised outsourcing product, which can manage the procurement process expenditure at a significantly reduced cost and with a far greater outcome than organisations could achieve independently.

An example of the effectiveness of Valueworks Category Management can be illustrated by the automated rebate system, which drastically reduces client administration and manpower. With this system in place, there is no need to check individual invoices or paperwork. This system provides automated reports, which breaks down payments and offers the client full control, minimises inefficiencies and guarantees accuracy.

What makes Valueworks Category Management different?

- Category Management Dashboard - an online portal reporting on the achievement of the strategic cost management savings targets and activities for each product / service category.
- Supplier Management - this module enables the setup and ongoing management of suppliers and their catalogues within purchasing communities.
- Buyer Management - this module enables the setup and ongoing management of buying organisations and their catalogues within purchasing communities.
- Rebate Management - this module enables the automated collection and distribution of supplier rebates within purchasing communities.

Features

- Management of day-to-day supply base relationships to control pricing, quality and service levels.
- Access to Category Managers with specific expertise in highly focused product categories.
- Formulation, monitoring and control of detailed Category Procurement Budgets incorporating specific cost reduction targets.
- Formulation and implementation of Supplier Business Plans.
- Market Management and reporting of relevant raw material commodity markets.
- The ongoing identification of Strategic Cost Management projects that are then incorporated into the Category Procurement Budgets and Supplier Business Plans.

Benefits

- The addition of 'world-class' category management skills to an organisation at a competitive cost.
- Ongoing monitoring and control of sourcing and procurement activities, and costs to achieve optimum operational and financial performance.
- Delivery of significant cost savings, through the application of sophisticated Strategic Cost Management techniques, to provide a competitive advantage.