

Product Description

Valueworks Sourcing

Analysis

**Find
the Savings**



Sourcing

**Get
the Savings**



Procurement

**Keep
the Savings**



Strategic Cost
Management

**Increase
the Savings**

The Scenario

Is your sourcing team overstretched? Do you have a traditional paper-based sourcing process that is inefficient and time-consuming and consequently overloads your sourcing department? Are you paying high prices for poor quality products and services? Does more time seem to be spent fire fighting than strategically sourcing?

If this is the case, you only have the resource to prioritise a small number of purchasing categories, meaning you are missing opportunities to make major savings.

The Solution

Once the most appropriate categories have been identified, this product will simply deliver the savings for you in a surprisingly short period. This is achieved by using a methodical set of processes, underpinned by proprietary software tools and world-class strategic cost management techniques.

By using Valueworks Sourcing, product quality will be improved, stock will be traceable and specifications optimised. Cost savings will be delivered at a greater level and in a significantly shorter time frame than could be achieved independently.

What makes Valueworks Sourcing Different?

- We manage the Project utilising the online Project Dashboard module, in order to monitor and control implementation.
- By using the online Supplier Qualification module, we are able to create bespoke qualification criteria, weight assessment variables and complete automated assessments of each supplier.

Features

- Establishment of a X-functional Category Team(s) in order to define product(s) / service(s) performance specification requirements and to facilitate knowledge transfer.
- The creation of Work Breakdown Structures for individual Category Team members that include detailed activities, responsibilities and timescales.
- The identification of the optimum Sourcing strategies and tactics for each Category.
- Establishment of the baseline cost position for each Category in order to be able to accurately measure cost savings.
- The creation and issuing of all tender documentation within the OJEU guidelines.
- Supplier communication and capability development through holding Supplier Days and Tender Workshops.
- The creation of a short-list of potential suppliers and assessing in detail the capabilities of these suppliers.
- The completion of contract negotiations and establishment of supply arrangements

Benefits

- Automated technology enables the sourcing of multiple product / service categories simultaneously in a very short time-frame.
- Rapid execution of sourcing projects ensures cash flow benefits typically within 3-months.
- Fully OJEU compliant processes for public sector organisations.
- Knowledge transfer to client employees.
- Breakthrough category cost savings through the application of sophisticated sourcing techniques.
- Capacity building and capability development of SME suppliers where appropriate.
- Money back guarantee if Sourcing™ project is not self-financing...hence no financial risk.