



PROCUREMENT

Identify > Deliver > Transform

THREE PHASE SERVICE MODEL

**IDENTIFY, DELIVER,
TRANSFORM**

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EXECUTIVE SUMMARY

At IC Procurement, our approach is designed to drive sustainable value through a structured, phased methodology. We focus on understanding your unique challenges, delivering immediate results, and transforming your procurement function to support long-term business success.

The rapid pace of technological advancements, the increasing complexity of global supply chains, and shifting business priorities which continually add pressure to meet business needs. It's an ideal time to review and target opportunities to reduce costs and / or minimise variances to your budget. Leveraging our extensive practical experience, IC Procurement propose a Phase 1 approach to explore and expose inherent commercial opportunity within your business. Our proposed team of senior specialists have many years

of practical industry experience and will consist of IC Procurement staff and specialist delivery partners who will remain assigned to the project throughout. IC Procurement are therefore offering the above strategic review of your spend for the following cost and programme.

STRATEGIC REVIEW = £14,950
+ VAT (FIXED PRICE LUMP SUM)

PROGRAMME = 4 -6 WEEKS

OUTPUT = IC Procurement will produce a detailed report as set-out in Step 5 which takes account of the business priorities, objectives and constraints.

About IC Procurement

INTRODUCTION

From serving the country to serving great people, IC Procurement was born out of a passion to achieve its mission, provide an excellent service to its clients and create a working environment where individuals can thrive in their careers.

We are a high performing

IC Procurement and Supply Chain consultant with a background operating in highly complex and heavily regulated environments such as Utilities, Construction, Health, Telecommunications, Real Estate and Defence. Our consultants come from an industry background with insider knowledge and

provide more than just consultative advice to clients.

We do the doing and get the job done, by delivering:

■ **High Savings:**
We have a track record of delivering savings between c.20% - 40% on indirect spend

■ **Faster Savings:**
Proven process to get savings with quick wins within 4-6 weeks, along with accelerated sourcing 2-3 months

■ **Sustainable Savings:**
Improved IC Procurement capability, and the capability to deliver savings to the bottom line

HOW WE MAKE A DIFFERENCE TO YOUR BOTTOM LINE



Phase 1
IDENTIFY
PRICE: £14,950

The Identify phase is the cornerstone of our process. We work closely with your team over a 4-6 week period to conduct a thorough analysis of your current business objectives and practices.



Phase 2
DELIVER
Price: £TBA

In the Deliver phase, we turn insights into action. We focus on the short-term opportunities and savings identified in the Identify phase to demonstrate our ability to deliver tangible results.



Phase 3
TRANSFORM
Price: £TBA

Having built trust and demonstrated our expertise, the Transform phase concentrates on two essential aspects: enhancing Operational efficiency and driving Organisational improvements to foster sustainable growth and value creation.



Phase 1

IDENTIFY

The Identify phase is the cornerstone of our process. We work closely with your team over a 4-6 week period to conduct a thorough analysis of your current business objectives and practices. This includes:

■ **Listening to the Client:**

We understand how important it is to understand our client's objectives and critical success factors before embarking on any improvement initiative(s)

■ **Behaviours and Culture:**

We analyse the procurement behaviours and drivers within your organisation to identify the barriers and the areas for development.

■ **Data Analysis:**

We examine different data-sets including spend and spend patterns, payment terms, invoicing and other areas of opportunity for investigation

■ **Supplier Performance:**

We assess your suppliers' criticality to the business and their respective performance, ensuring they meet your business needs and deliver value.

■ **Existing Agreements:**

We review your existing supplier agreements to identify risks, assurity of supply and opportunities for improvement.

■ **Contract Management:**

We evaluate how well your contracts are governed including management, storage, format and visibility of forthcoming renewals.

IC Procurement's approach to carrying out the review of third-party supplier spend will consist of 5 Key Steps.

STEP 1

Kick off Meeting

STEP 2

Data Cleanse & Classification

STEP 3

Validation & Comprehension

STEP 4

Interpretation

STEP 5

Recommendations & Next Steps

STEP 1

KICK OFF MEETING

The initial engagement encompasses the discussion of the following elements to determine the business priorities, detailed scope, expectations and programme overview.

- Key drivers, challenges and business objectives
- Critical success factors and outcomes
- Data Requirements (purchase ledger and contracts)
- Key stakeholder list
- High level key milestones and project plan

STEP 2

DATA CLEANSE & CLASSIFICATION

Before data can be reliably utilised, it will first need to be cleansed, classified and merged. Our partner, The Classification Guru (TCG), will cleanse and classify the data that will enable IC Procurement to identify opportunities, highlight areas for improvement and help inform better business decisions. Our proposed approach to achieve this will be;



Review data



Build data model



Classify and categorise data



Data analysis, validation and verification



Merge data

Once this process has been finalised, the data will then be manipulated and visualised into a number of practical dashboards and reports for trends and insights.

STEP 3

VALIDATION & COMPREHENSION

Data in isolation only tells one side of the story. IC Procurement will look to undertake a number of interviews with the key stakeholders' community where we will discuss what the data is indicating and compare this to what is happening / believed to be happening in practice. We anticipate that the exercise will present opportunities in itself but give rise to other lines of enquiry and / or further information requests. Interviews will typically cover, but not limited to;

- Operational objectives, budget forecasts, ways of working
- Service requirements, constraints, contracts, SLA's, KPI's, commercial models
- Perceived bottlenecks
- Current source to pay practices
- Spend reports and dashboards
- Supply chain agreements (formal and informal)
- Supply chain performance

STEP 4

INTERPRETATION

As part of the Interpretation Step, IC Procurement will utilise various tools and methodologies to identify opportunities. We appreciate that one approach does not fit all and while we employ tools such as the Kraljic model, which is a strategic segmentation of supplier risk by priority; we utilise other methodologies that harness other areas of intelligence such market volatility, uncertainty, complexity, risk management and sustainability.

The opportunities identified throughout the previous steps will be categorised and prioritised in terms of function, key categories, size, complexity and effort required to deliver.

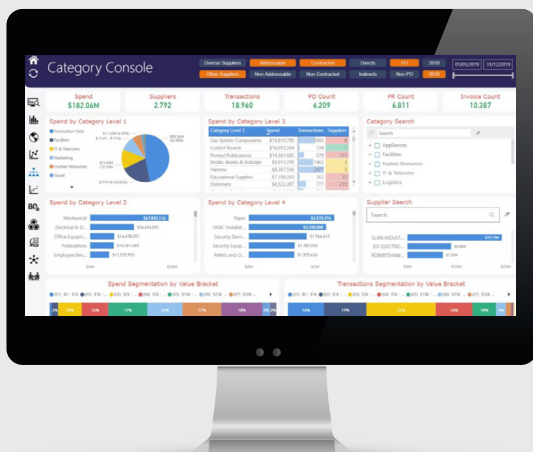
STEP 5

RECOMMENDATIONS & NEXT STEPS

IC Procurement will produce a detailed report of its findings along with a set of recommendations which takes account of the business priorities, objectives and constraints.

The report will comprise;

- Spend category analysis
- Potential savings opportunities (prioritised) and the quantified benefits based on our experience and benchmarks
- Recommendations for improvement to your business
- Resources required to deliver
- Timescales and costs
- Risks
- Dependencies
- Supply chain performance





Phase 2

DELIVER

STEP 6

Validate Assumptions

STEP 7

Re-Baseline Deliverables

STEP 8

Delivery

STEP 9

Output Sign-Off

STEP 10

Recommendations & Next Steps

In the Deliver phase, we turn insights into action. We focus on the short-term opportunities and savings identified in the Identify phase to demonstrate our ability to deliver tangible results. This phase is crucial for building trust and proving our effectiveness. By successfully implementing these quick wins, we lay the foundation for a more extensive, long-term partnership.

IC Procurement's approach to delivering carrying will consist of Steps 6-10.

STEP 6

VALIDATE ASSUMPTIONS

Depending on the scope and nature of the assumptions made, our first step will be to validate any assumptions made in the absence of information during phase 1.

STEP 7

RE-BASELINE DELIVERABLES

Following validation, we will, if necessary, re-baseline the deliverables and thereon agree the scope.

STEP 8

DELIVERY

IC Procurement will deliver in accordance with the agreed plan, providing regular updates to the leadership team, including progress, change, risks and mitigation. IC Procurement and the client will agree sign-off methodology and the outputs before proceeding. Should the agreed scope include further investigation of additional opportunities for inclusion into future phases, this will also be reported-on as agreed.

STEP 9

OUTPUT SIGN-OFF

There will be regular reviews at intervals to be agreed with the leadership team. Completed work and outputs realized will be signed off in accordance with the methodology in Step 8. either be tracked and reported on or signed-off in accordance with the agreed methodology agreed in Phase 1.

STEP 10

RECOMMENDATIONS & NEXT STEPS

After completing Phase 2, the client may choose to instruct IC Procurement to proceed with Phase 3 having delivered on the commitments of Phase 2, or alternatively the client may request IC Procurement to deliver further scope and savings before moving into the 'Transform' phase.

If the client wishes to proceed to Phase 3, IC Procurement will look to develop a scope and programme in alignment with business priorities covering both agreed operational and/or organisational changes.



Phase 3

TRANSFORM

Having built trust and demonstrated our expertise, the Transform phase will be detailed and agreed post Phase 2, concentrating on two essential aspects: enhancing Operational efficiency and driving Organisational improvements to foster sustainable growth and value creation.

OPERATIONAL

- **Supplier Relationship Management:**
We work with your supply chain to better align them to your business objectives and priorities to increase return on investment.
- **New Supplier Agreements:**
We negotiate and establish new agreements that better serve your business.
- **Contract Negotiations:**
We revisit and renegotiate existing contracts to ensure they align with your strategic goals.
- **Technology Implementation:**
We introduce cutting-edge procurement technologies to streamline processes and enhance efficiency.

ORGANISATIONAL

- **Procurement Operating Model:**
We enhance the procurement vision, aligning to the wider business objectives, governance and resource management
- **Workforce Upskilling:**
We help your team develop the skills needed to sustain improvements and adapt to new technologies.
- **Sustainable Change:**
Our goal is to bring resilience, diversity and assurity across the supply chain supported by governance, policy and robust procedures.

WHAT OUR CLIENTS SAY



IC Procurement provided independent Challenge, insight and a pragmatic approach, helping us navigate the complex field of Procurement whilst on a journey to become an Intelligent Client.

Head of Organisational Capability, EDF



IC Procurement's thorough analysis identified £2.6 million in potential savings and highlighted critical areas for improvement. Their strategic insight has set us on a path to enhanced procurement governance and efficiency.

MD, Telecoms Client

PRICING

TIMESCALES

The proposed high-level programme

	WEEK 1	WEEK 2	WEEK 3	WEEK 4	WEEK 5	WEEK 6
STEP 1 and 2 – Kick Off, Data Cleanse and Classification	■	■	■	■	■	■
STEP 3 - Validation and Comprehension	■	■	■	■	■	■
STEP 4 – Interpretation	■	■	■	■	■	■
STEP 5 – Recommendation(s)	■	■	■	■	■	■

Fixed price Lump Sum =

£14,950

+ VAT subject to assumptions and clarifications below

ASSUMPTIONS & CLARIFICATIONS

- Prices do not include VAT
- Prices do not include travel and expenses
- Payment terms are 14 days from date of invoice
- IC Procurement has assumed the following;
 - Key stakeholders will be available to attend Teams calls as required during Step 3 of the programme above.
 - Access to data will be made available upon request
 - We may be required to engage with the supply chain
 - Details of supply chain agreements, agreed rates, and informal arrangements etc will be provided upon request
 - Lists of preferred suppliers will be provided

OUTPUT

IC Procurement will produce a detailed report of its findings along with a set of recommendations which takes account of the business priorities, objectives and constraints.

The report will comprise;

- Prices do not include VAT
- Spend category analysis
- Potential savings opportunities (prioritised) and the quantified benefits based on our experience and benchmarks
- Recommendations for improvement to your business
- Resources required to deliver
- Timescales and costs
- Risks
- Dependencies

PERSONAL PROFILES



DAVID GOLDING

MANAGING DIRECTOR

David Golding is the founding member of IC Procurement having left behind a successful military career in the Royal Navy. David has over 18 years in commercial and procurement leadership; key specialisms include driving large-scale infrastructure and capital projects in multiple sectors, including Utilities, Nuclear, Real Estate, Education and Health, with expertise in high value supplier relationship management and performance. He has successfully led large-scale programs across diverse sectors delivering exceptional client outcomes and bottom line benefit.



RUKHSANA MALIK

OPERATIONS DIRECTOR

Rukhsana Malik has over 20 years' experience and has worked with and for FTSE100 clients, global consultancy firms and a range of various sized companies including start-up operations; with sector specialisms in Datacentre Technology, Retail and Telecommunications. Rukhsana is a seasoned practitioner, accomplished team leader, and a strategic thinker with extensive experience in practical strategic procurement, sourcing and logistics. In most recent years Rukhsana's career has focused on driving rapid cost reduction and procurement maturity, both of which have resulted in significant value creation.

PARTNER PROFILES

WHAT WE DO

Market Dojo offer an array of capabilities, to help procurement professionals get the most out of their sourcing and supplier engagement activities. Whether you're looking to run 'on the spot' eAuctions, rearrange your Supplier Onboarding process, or simply a safe place to store your all important supplier contracts, we have the tools to help.

SOLUTIONS

ESOURCING (SOURCING DOJO)

eSourcing uses web-based technology to allow you to carry out your sourcing activities online, facilitating faster, better and more diverse tender opportunities.

REVERSE AUCTION (SOURCING DOJO)

Our virtual negotiation software allows you to run on-demand Reverse Auction and eSourcing events that empower your supply chain.

SUPPLIER MANAGEMENT (SRM DOJO)

This is our Supplier Relationship Management Software and is built around purposeful dialogue to forge better relationships through collaboration and help measure your success.

SUPPLIER ONBOARDING (SIM DOJO)

Gives you the tools you need to risk-assess suppliers and build relationships with the right providers. Focus on what your company needs, and make sure you get your onboarding right.

CATEGORY SPEND INSIGHT (CATEGORY DOJO)

Provides you with visibly rich reporting which allows you to prioritise savings opportunities, compare supplier relationships and define your eSourcing strategy.

CONTRACT MANAGEMENT (CONTRACT DOJO)

Is a contract management tool offering users the ability to store, manage and archive all contracts and documents in a secure repository.

WHAT OUR MARKET DOJO CUSTOMERS SAY

“ For where we are as an industry and a business we felt that the Market Dojo tool gave us the flexibility we needed in a platform that we could hit the ground running with. It stood out as one of the best tools in the market. For eTendering, eSourcing Dojo is a fantastic, feature-rich platform that is easy to use and delivers on excellent support. From an overall experience viewpoint, it is a great solution, we had an audit recently and the tool featured heavily as part of that. The auditability of the messaging function was invaluable in ensuring we met best practice requirements.

Eiffage Kier JV



MARKET DOJO

Market Dojo are a UK based software company offering Software as a Service built by procurement professionals. Our solutions allow the streamlining of procurement to obtain real value and mitigate risk. This is achieved through easy to use, yet capable eSourcing and supplier engagement applications available on-demand or with enterprise licencing.

THE CLASSIFICATION GURU

The Classification Guru are hugely passionate about providing clients with accurate and meaningful data. Our motto is “right first time”. Bringing clarity and accuracy to data, we love helping you find cost savings through improved spend and time management, supporting better, more informed business decisions. The Classification Guru have developed a methodology that is used to efficiently and accurately classify, cleanse and verify data to minimise the errors and increase accuracy.

If you are struggling to get reliable insights from your data and Don't know how much you are really spending with one supplier, and on what. If you have free text descriptions, multiple versions of the same item, often misspelt and not against the correct GL or categorisation. If you need suppliers cleansed for a P2P/S2P implementation or have a messy, disorganised database in multiple locations Then we can help!

WHILE MOST PEOPLE DREAD HAVING TO CLASSIFY OR CLEANSE DATA. WE LOVE IT!

PROCESS

SUPPLIER NORMALISATION

Before classification, suppliers are normalised to one standard name.

SPEND DATA CLASSIFICATION

Once the data is normalized, it can be classified to an off the shelf or customized taxonomy based on the supplier name and invoice/PO description, if available. We classify 100% of your data, including tail spend. Every line of spend counts.

TAXONOMIES

An existing or off-the-shelf taxonomy such as UNSPSC can be used, or one can be customised to the needs of your business. The level of detail in the invoice/PO line description will depend on the type of taxonomy used: basic or detailed.

DATA CLEANSING

There are a number of reasons why you should clean your suppliers or database, most importantly to remove duplicates or near duplicate accounts, reduce the chance of sending money to the wrong account, reduce the chance of emailing/posting to the same person multiple times, save time within your team, having to look for the right record, comply with GDPR.

WHAT OUR CLIENTS SAY



We set ourselves the challenge of standardising our spend taxonomy and made the decision to use the taxonomy that more than one site was using, as the starting point. Susan then helped us to bring the outside in, to make sure we had not missed any spend areas and we had find the right balance between granularity and a user friendly taxonomy. Susan made some good suggestions on improvements we could make and what was impressive was how quickly she was able to turn this around, particularly due to the amount of data we provided her with, the different languages it included and the different formats. We are now set up for success for our implementation of a new spend analytic tool.


Twinings OVO

**THANK YOU
FOR THE BUSINESS**



PROCUREMENT
— Identify > Deliver > Transform —

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