



The Evolving Role of CPO

Supply chains have become increasingly complex as companies work to compete in today's business environment. Continuous downward cost pressures and higher customer demands for quality, speed of delivery and overall performance require companies to continually identify opportunities to remain competitive. It is critical to design and implement leading sourcing and procurement capabilities and innovative solutions that drive optimal procurement performance and value.

Key Challenges Our Clients Face

- Improving process efficiency and effectiveness
- Managing supplier performance and risk
- Ensuring continuity of supply
- Gaining complete visibility and managing third party spend
- Improving customer experience by increasing agility, speed, and visibility
- Reducing costs and managing working capital
- Managing and enforcing contract and regulatory compliance
- Driving innovation and enabling technology to achieve competitive advantage
- Managing and enabling growth and acquisitions



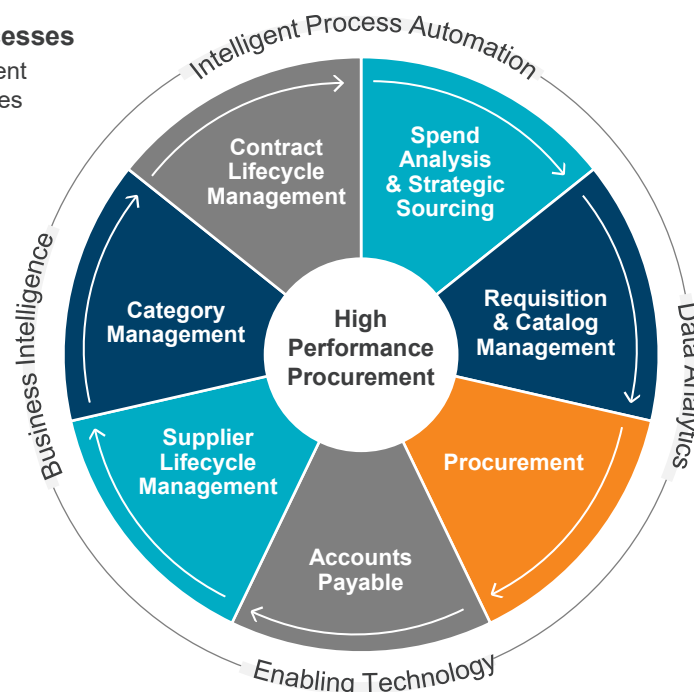
How we help:

Strategies, policies and processes

- Create or enhance and implement full suite of strategies and policies
- Streamline, automate and transform sourcing and procurement processes and methodologies based on leading practices

Organisation and people

- Implement Target Procurement Operating Model encompassing optimal organisation structure and roles, degree of centralisation, performance management and governance
- Enable change management, talent management and training



Systems and automation

- Define requirements, select, implement, and integrate procurement lifecycle technology and automation
- Build and deploy intelligent automation solutions to minimise manual process activities and further digitise transactions interacting with existing procurement systems









Business intelligence and data analytics

- Leverage process analytics to identify and quantify current performance and improvement opportunities
- Assess, normalise, and enrich procurement data and design and implement business intelligence and reporting strategies and tools

Delivering value:

	Implement leading procurement frameworks, capabilities, and technologies to improve efficiency, boost end user experience and reduce costs
	Enable process optimisation and automation
	Stand-up procurement functions and organisation
	Improve decision making through reporting and analytics
	Identify and drive savings opportunities
	Reduce risk
	Improve procurement data integrity and completeness
	Improve supplier performance and compliance
	Provide visibility and control of all spend
	Enable innovation and continuous improvement
	Increase operational efficiencies, agility and service levels
	Improve reliability and integrity of transaction data, reducing invoice processing errors

Examples:

 Delivered \$30M in total savings from strategic sourcing and TCO reduction	 Increased AP Invoice Processing efficiency by 114%	 Implemented P2P process improvements, resulting in \$8.7M in process savings with a 22-month payback
 Implemented \$7 million in P2P process savings with a payback period of 15 months	 Analysed 10,000+ vendor records, cleaned, standardised, and enriched 7,500 Vendor Records and deactivated or merged 3,200 vendor records	
 Reduced average contract creation time by 75% from 16 weeks to 4 weeks	 Reduced PO cycle time by 75%	 Delivered in excess of \$18M in cost savings through Strategic Sourcing and improved contract management processes

Contact the Business Performance Improvement Team for a Discussion



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