

Commercial Transformation



BUSINESS OUTCOMES

- VfM
- Savings
- Improved Service to Customers
- Compliance
- Best Practice
- Supporting other agendas e.g. SMEs, skills, UK Growth



CONSIDERATIONS

- Org Structure
- Target Operating Model
- Resources
- Capability
- Systems
- Processes
- Budget
- Leadership
- Culture
- Governance



ACTIVITIES

- Commercial Strategy
- Contract Management
- Category Management
- Sourcing Strategy
- SRM
- Supply Chain
- Assurance

WHY DO ORGANISATIONS UNDERGO COMMERCIAL & PROCUREMENT TRANSFORMATION?

As organisations grow or their structures become more complex, a review of how commercial and procurement activity is needed to ensure these activities support the organisation's purpose and that value is being achieved.



Value

Do nothing



Value

Do something



Value

Transform

How APS can help your organisation:

APS's commercial and procurement transformation approach delivers a total review of the key activities that will support the organisation's strategy. These changes will identify and realise the commercial benefits and add real value to the organisation's purpose and bottom line. Our advisors will provide clear rationale and support to implement positive change within your organisation. Our associate operating model ensures we have access to the best people when you need them.

Our commercial & procurement transformation experts help with recognised commercial activity: Commercial Strategy, Contract Management, Category Management, Sourcing Strategy, SRM, Supply Chain and Assurance.

We will ensure a tailored approach to support your organisational needs and ensure all commercial elements are reviewed within the context of your organisation's objectives. The key to success is to work in collaboration with your senior management team and ensure our experience and knowledge is transferred to your staff.



James Doran MCIPS, IACCM (SRM Expert)
M: 07515660956
james.doran@apspartnership.com

www.apspartnership.com

APS Partnership
Barclays Chambers, Market Square,
Keswick, Cumbria CA12 5BJ