

# Stenmoore

## INTEGRATED PROCUREMENT SOLUTION:

- ▶ Strategic Category Management
- ▶ Operational Management
- ▶ Technology Solutions
- ▶ Procurement Consultancy
- ▶ Sustainable Procurement
- ▶ VFM Benchmarking

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### Strategic Category Management

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STENMOORE HAVE DEVELOPED A RIGOROUS ROUTE MAP TO ENSURE OUR SOLUTIONS MEET YOUR REQUIREMENTS. OUR GOAL IS TO IMPROVE EFFICIENCY AND DELIVER COST SAVINGS.



**Our Category Management solution involves four distinct phases:**

**Spend Analysis and Baselining** – a comprehensive review of your current cost profile establishes a baseline from which all savings will be measured and opportunities for change and improvement identified.

**Development of Options** – having established a detailed understanding of your supply chain profile and business requirements we will recommend strategic options and solutions that meet your objectives.

**Implementation** – working together with suppliers and your key stakeholders we will ensure that the introduction and implementation of any new solution is seamless and that the benefits are realised as soon as possible.

**Supplier management** – we will oversee the relationship between yourselves and the supplier to enhance and continually improve the delivery of the new solution.

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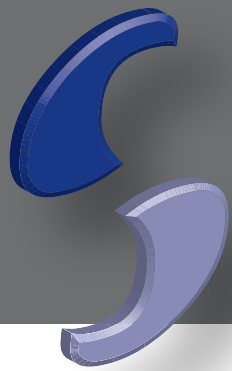
### Operational Management

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STENMOORE WILL MANAGE THE DAY TO DAY PROCUREMENT SOLUTION TO ENSURE COMPLIANCE WITH YOUR CORPORATE STRATEGY.

We will ensure that all purchases are correctly authorised and placed with the correct supplier at the correct price. In conjunction with yourselves we will also prevent **spend drift** – the purchase of **non-core** items at inflated costs – when a **core** item is available and lock in savings.





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### Technology Solutions

WITH OUR TECHNOLOGY PARTNER, PROACTIS, WE PROVIDE ACCESS TO A CUTTING EDGE PROCUREMENT SOLUTION THAT ENSURES THE VISIBILITY AND TRANSPARENCY OF COSTS AND RELATED EXPENDITURE.

Proactis software integrates fully into your accounting system. It controls expenditure, streamlines both purchasing and accounts payable processes, offers valuable insights into costs and guides staff through the correct buying procedures in an efficient, user-friendly, controlled and transparent process.



#### The solution includes:

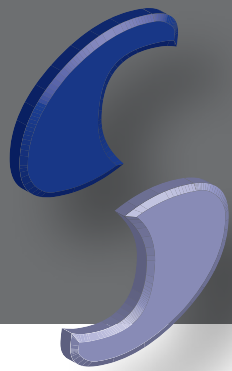
- ▶ Workflow authorisation to prevent inappropriate spend.
- ▶ Budget checking to prevent over-spend and highlight budget accountability.
- ▶ Invoice mismatch troubleshooting to streamline accounts payable.
- ▶ Identification of preferred supplier frameworks to ensure staff use corporate agreements.
- ▶ Employee expense management systems to ensure that travel, accommodation and other occasional expenses are captured.
- ▶ Powerful dashboard reporting that allows comprehensive analysis of spend, supplier performance and contracts.

### Procurement Consultancy

WE ALSO PROVIDE AN INDEPENDENT SPEND ANALYSIS, BASELINING AND BENCHMARKING SERVICE.

This identifies appropriate strategic options as a result of a comprehensive analysis of spend information. Using information from one or more multiple data systems we are able to identify solutions that enable an efficient realisation of cost savings.



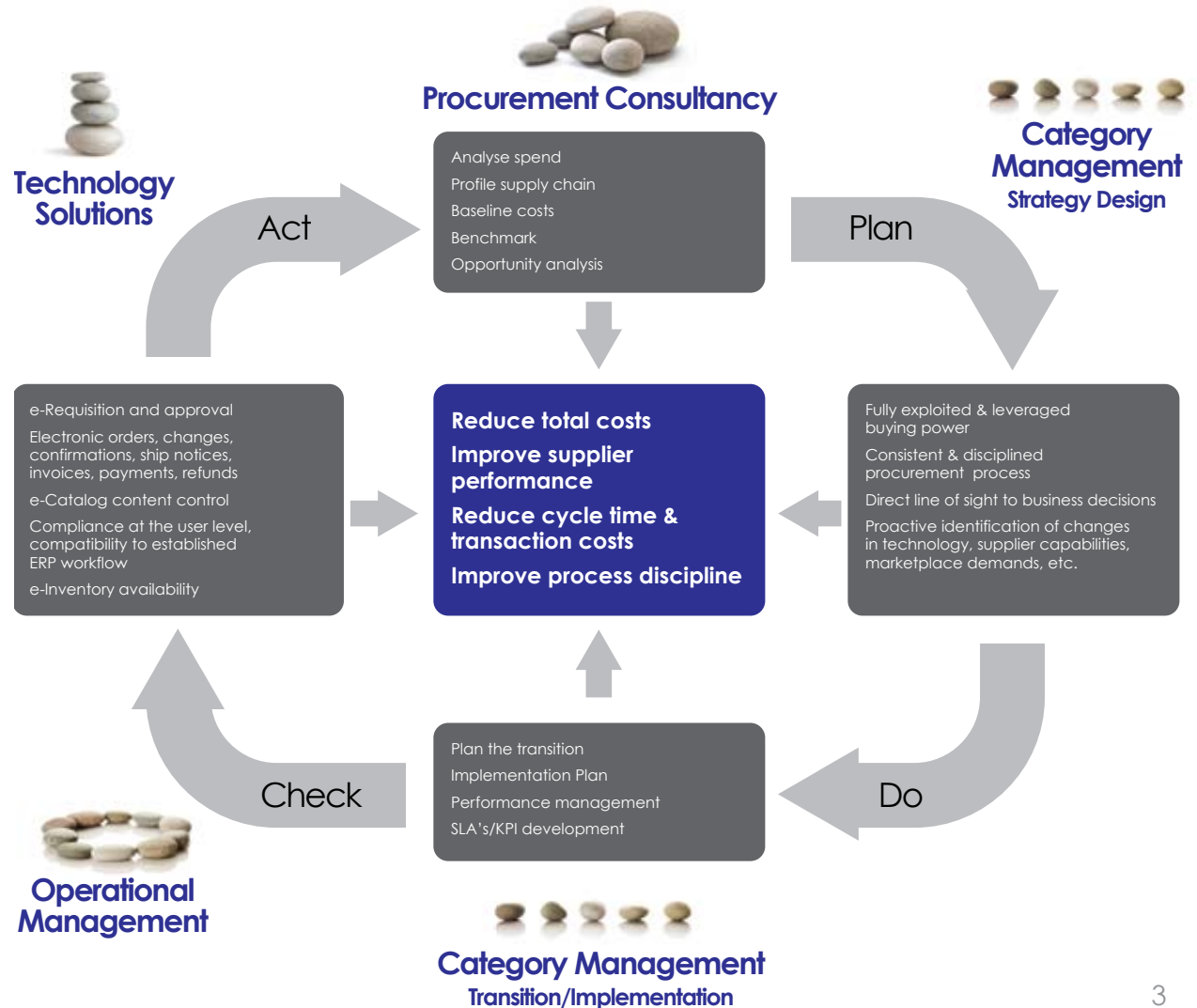


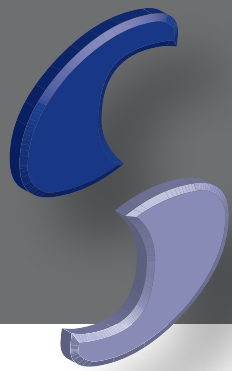
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### Stenmoore Integrated Procurement Service





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### Sustainable Procurement

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HELPING ORGANISATIONS MEET THEIR NEEDS FOR GOODS, SERVICES, WORKS AND UTILITIES IN A WAY THAT ACHIEVES VALUE FOR MONEY ON A WHOLE LIFE BASIS AND GENERATES BENEFITS TO THE ORGANISATION, SOCIETY AND THE ECONOMY, WHILST MINIMISING DAMAGE TO THE ENVIRONMENT.



Stenmoore believe sustainable solutions should be “core” activity for any best practice procurement organisation – and not viewed as separate to, or different from normal procurement activity. Stenmoore offer a sustainable procurement gap analysis service, and solutions to “close the gap”.

#### Stenmoore Gap Analysis:

Stenmoore can provide detailed analysis to answer the following questions:

- ▶ Where are you now? Detailed assessment of your current performance.
- ▶ Where do you need to get to?
- ▶ How do you get there? Detailed route map for meeting the business requirements

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### VFM Benchmarking

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THE VALUE FOR MONEY BENCHMARKING SOLUTION WILL ENABLE YOU TO IDENTIFY SPECIFIC, ACHIEVABLE, AND DELIVERABLE TARGETS TO DRIVE IMPROVEMENT WITHIN YOUR ORGANISATION.

The solution will also enable you to:

- ▶ benchmark your performance against comparable organisations.
- ▶ develop an improvement and realisation plan to deliver the benefits identified.



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