

> **advance**  
BUSINESS GROWTH

# PROCUREMENT AND SUPPLY CHAIN MANAGEMENT

We support customers to select and motivate their suppliers setting the standards for both behaviour and performance



**Confederation of British Industry 'Doing more with less'** Excerpt: October 2009

“This year has been challenging both for government and for business... Nonetheless, it looks as though the worst of the recession may be behind us... Beyond the recession, the drivers of economic growth will almost certainly be different to the recent past, with consumer and government spending expected to be more constrained. So business investment... will need to make a much greater contribution to economic growth.”

### **Advance Business Growth**

We help you to achieve growth in four key areas:

- Strategy, Brand and Culture
- Work Winning
- Improving Delivery
- Engaging People

### **Doing more from less by being better with less**

Simply doing more is an assumption that businesses can actually achieve more without being better at what they do.

With less opportunity and greater competition, Advance Business Growth prepares your organisation for new market opportunities and challenges.

### **And you get?**

- Clear direction and improved leadership
- Greater certainty from a growing and higher quality pipeline and order book
- Profit growth by reducing waste
- The hearts and minds of your people and your customers

**We create  
methodologies  
and approaches  
that raise supply  
chain standards.**

We help our customers select the best companies to be members of their supply chains, to not only deliver what is required and behave appropriately, but also to innovate in the way that the sector carries out its business.

**What you get from working with Advance:**

- |   |   |
|---|---|
| <p>1 A procurement strategy built on your business objectives</p> <p>2 A compliant, effective and comprehensive (incorporating technical, commercial, and behavioural) procurement process designed to select your best suppliers</p> <p>3 Procurement teams trained and confident in the selection process and measurement</p> <p>4 Suppliers successfully selected. The unsuccessful bidders benefiting from clear feedback, with the opportunity for learning and improvement for the next bid</p> | <p>5 A strong foundation and relationship between customer and supplier upon which to build for the successful delivery of the product and service</p> <p>6 An improved procurement process staffed by appropriately trained (and experienced) people and reaching to tier 2 and 3 suppliers.</p> |
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**What's your situation?**

- The need to cut waste on lengthy procurement processes
- An urgent need to address the problems and cost implications of cost management on complex projects
- The need to manage supply chain risks and find shorter, simpler and more direct supply chains
- The need to reduce the number of suppliers and the burden of supplier monitoring
- The need to become attractive as a strategic supply chain partner

With supply chain dynamics becoming much more complicated, we support businesses to evaluate and consolidate in order to reduce risk.

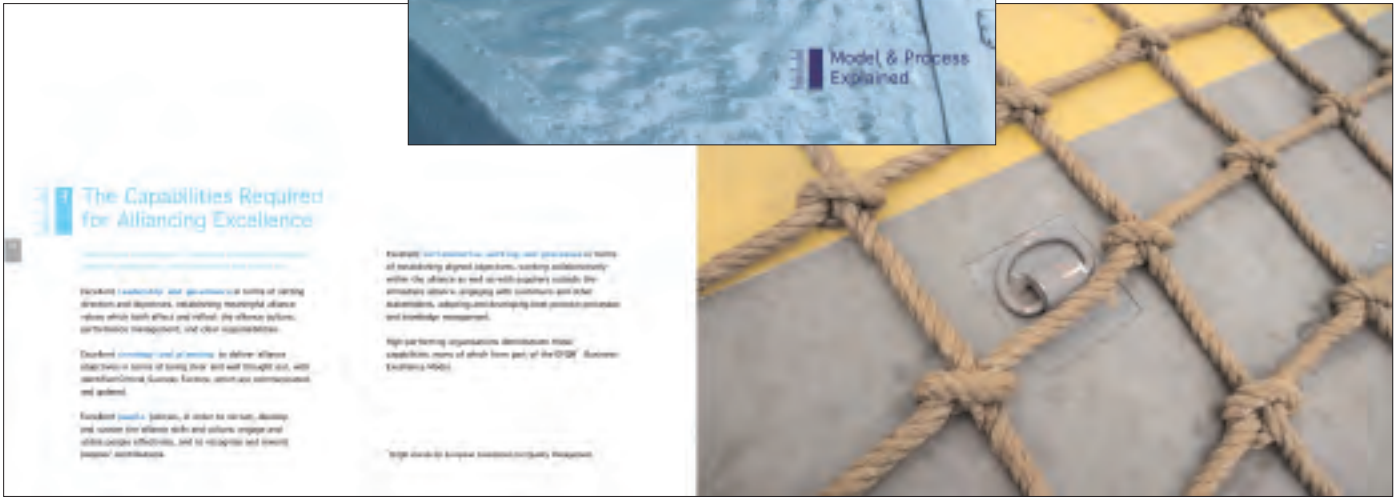
**Our customers tell us some of their problems:**

- 1 A project of importance to your business which needs procuring and delivery
- 2 Uncertain how to accommodate the risks (and opportunities) of a particular procurement
- 3 A framework needs setting – up
- 4 Uncertain how to comply with European procurement regulations 2006
- 5 Unclear how a PFI can be successfully won including elements such as competitive dialogue

6 Your procurement team needs ongoing and tailored support to deliver a particular procurement initiative

7 The approach to procurement needs a detailed review.

**Talk to Advance**



01



02



**MOD** 01

The challenge was to develop a rigorous technical and behavioural selection process to select a party to design and manage a complex and changing scope of work.

**HIGHWAYS AGENCY** 02

The objective was and is to raise the bar. Every designer and contractor in the industry (in excess of 50 companies), now has a CAT score which they are keen to improve. Other customers now use CAT scores as a prequalification tool.

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We work with customers, suppliers and stakeholders to design and implement processes that are compliant and efficiently select and motivate your suppliers.

**Talk to us about how we can help you to deliver your procurement and supply chain management more effectively.**

**“The CAT Programme was the best, smoothest and most uncontroversial roll out of a major public sector initiative I have ever known”**

**Journalist from the Highways Sector**

**“The procurement approach being applied will ensure that we have suppliers prepared to be flexible to deliver our changing requirements both in the short and the longer term”**

**IPT team leader MoD**