

Procurement Health Check



designed to unlock improvements in your strategy or operations

Similar to a peer assessment our procurement health check is highly operational in direction and designed to unlock sources of potential contribution within your organisation

It can be focussed equally on existing arrangements, as on helping to define brand-new operations. It will highlight strengths, improvement areas and realistic recommendations on how to move forward, the benefits for doing so and a detailed **action plan**

We **approach** each assignment uniquely. Rather than force-fitting your culture and ethos into a rigid model, we adapt our approach, services and ultimate solution to meet your organisational demands, professional needs and project requirements

This personalised methodology provides a vital bridge between the process and the people enabling us to build **organisational** models, **engagement** platforms with internal clients and staff skills programmes all rooted in a common 'good practice' thread

What constitutes **good procurement practice?** It varies between companies, but whilst it's clearly about achieving high quality, we think it's more about steps along a journey, than a defined destination

We begin by establishing a context and positioning for good practice within your organisation - reflecting its culture, **ethos** and above all **business imperatives** - arriving at an output that will be based on a rigorous internal challenge and external comparison

Our approach establishes a 'good practice' position in four key areas:

The ingredients of 'good' procurement practice...

<p>LEADERSHIP</p> <ul style="list-style-type: none"> - Senior management recognises role with objectives approved by Board - Procurement provides commercial leadership 	<p>STRATEGY</p> <ul style="list-style-type: none"> - Integrated policies & strategies - Maximised internal/external partnership and cooperation - Systematically designed processes that meet business needs
<p>RESULTS</p> <ul style="list-style-type: none"> - Performance measured in terms of customers, people, society & overall business performance via meaningful KPIs - Procurement contributes to management of the company's assets 	<p>PEOPLE</p> <ul style="list-style-type: none"> - Scope, know-how and competence of staff is identified and improved - Clear division of strategic, tactical and operational tasks



Your Partner in Procurement
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About PSL Consulting

PSL Consulting specialises in procurement and the supply-chain. Since 1994 our consulting team has been defining, developing and delivering strategic, operational and category-related solutions and services to private and public-sector organisations throughout the UK.

Our integrated and holistic solutions and services include...

- **best-value** services to help you take procurement forward
 - discrete **category** support projects or a broad strategic sourcing analysis...
...including hands-on **negotiation** of specific contracts with your providers
 - our **active consultant** tool to improve in-house client relationships
- **options analysis** ranging from simple make-or-buy through to full market testing
 - advice on interpretation of **EU/WTO** rules & guidelines
 - commercial **risk** assessment & management
- senior **interims** with the skills & experience to make an immediate impact
- **completed-staff-work** training to sharpen up communications & decision-making
- practical one-day **improvement** workshops: '**A better way to buy Social Care**'
'**Contract Management**'
 - our unique **social care price & benchmarking software tool**

We have no standard approach. Instead we adapt our ideas and solutions to meet your organisational and professional procurement needs. Our value comes not just from the accumulated skills and expertise of our practitioners but also from our long and successful track record with a **wide range of clients** including...

- Carnival Cruises
- Buckinghamshire County Council
- City of Bradford Metropolitan District Council
 - Clarks Shoes
 - Exeter City Council
 - Insys
- Kirklees Metropolitan Council
 - LNG Transco
- London Borough of Hillingdon
- London Bus Services Limited
- Reigate & Banstead Borough Council

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