

Category Sourcing



We'll shake the tree harder for you...

Depending on whether you have us execute a discrete project or conduct a broad strategic analysis our work is typically managed in two distinct phases:

Specialist areas include...

- agency staff
- business services
- construction & engineering
- consultancy services
- energy
- facilities management
- fleet
- information technology
- marketing services
- social care services
- telecomms
- travel

As well as these regular categories, we have also provided specialist input to other categories, such as...

- insurance claims
- in-flight catering

1 Full financial and strategic **supplier/market analysis**, a definition of business needs and the development of a responsive, appropriate sourcing strategy

We will establish the **baseline** for existing relationships as well as the profile of potential suppliers to deliver improved **sourcing scenarios** that are innovative and flexible, providing sustainable lifetime costs & future proofing

2 Implementation, taking in supplier selection, negotiation and final supplier appointment

The **output** will reflect general market conditions and your specific strengths in that market versus existing and potential suppliers, enabling us to recommend the optimum length, content and structure of any new contracts as well as the performance measurements required to ensure ongoing **competitiveness**

We can apply some or all of these activities in completing our comprehensive category sourcing projects...

- Market research using our accumulated DB and other sources
 - Supply-chain examination, including marketplace pricing and investment models
- Bespoke **benchmarking** of market pricing or of the entire purchase-to-pay process
- **Intellectual property** advice, e.g., Escrow, software compliance, due diligence & bespoke contracts
 - Supplier identification, evaluation and development
- Supplier 'customer perception' modelling and development of your **buying brand**
 - SWOT analysis
 - Documentation drafting and critique
 - Supplier negotiating strategy and execution
- Ongoing **vendor management**, again either hands-on support or operational templates for you to execute

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...

- **health checks** designed to unlock improvements in strategy or operations
 - **best-value** services to help you take procurement forward
 - 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

Your Partner in Procurement



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