

From Purchasing to Strategic Procurement

For want of a nail the shoe was lost; for want of a shoe the horse was lost; for want of a horse, the cavalier was lost; for want a cavalier, the victory was lost...

Our Vision: Procurement as a viable Strategy Catalyst

Every purchase - no matter how great a deal you strike - introduces assets into your organization and affects the whole organic functioning. They influence the creativity and Span of Control of your R&D division, the efficiency of departments, the size of your stock and even your customer satisfaction: Whether we zoom in on frustratingly useless ballpoints or new power turbines purchased without adequate technical support.

Purchasing still lingers in the realm of Operations and facilitating activities. Business Spirals coaches purchasing transformations and delivers Strategic Procurement which interdepartmentally *thinks* and *acts* in terms of **Organic Vitality** (how does this option effect the efficiency in the entire organization?), **Asset Management** and **Total Cost of Ownership**. This transformation effectively creates new and measurable strategy controls - boosting your sustainable competitive performance.

Competence Growth

Your procurement organization consists of people, who - together with everybody else within your organization - function as an organism. The OPERA consultancy model approaches procurement from this organic perspective ('O' of OPERA). Our Supply Chain and Value Chain expertise enables us to analyze ('A') and measure the maturity of your procurement organization. Together we co-create a procurement strategy which boosts your corporate strategy. The culture of your organization ('P' of Psychology) is very much taken into account, as is the need for growth in competence levels to appropriately manage business processes ('E' of Education). We strongly believe in self-governing internal and external stakeholder relations ('R' of Relations) and strengthen your ability to pursue these.

Business Spirals' objective: Substantial improvements in your sustainable competitive performance. Ultimately, this falls or stands on the quality of your team.

Process Overview Workshops

Business Spirals has developed a powerful method to efficiently map out problems and raise competence levels within your procurement organization: Process Overview Workshops (POWorkshops). The initial POWorkshops enable us to measure procurement maturity levels and team competence levels and allow us to map out a triple-level action plan, using the **House of Procurement** method: Strategy; Tactics and Operations.

POWorkshops play a key role on the road to Strategic Procurement: Project groups implement the required changes; Understanding and insight grow on every level; Education is offered where needed. Together realizing the desired and required transformation and growth in competencies.

Your Results

A reduction in the number of procurement-related incidents undermining your corporate strategy. Growth in your ability to boost the corporate strategy through intelligent, visionary decision-making regarding assets, relations and agreements.

Cost Savings: *Realized* savings instead of dubious *contracted* savings; A reduction in required work capital.

Long Term Results: Throughout our involvement we passionately transfer know-how and skills to aid substantial growth in competence of your procurement team. This enables them to effectively continue to fine-tune and adjust your procurement strategy long past our involvement.

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