

# Driving business value through Procurement

*Releasing the untapped benefit of procurement*



## Business landscape is changing

The business landscape is changing at an ever increasing rate and with rapid change inevitably come cost control challenges.

- Shifting consumer and stakeholder expectations
- Ecosystem disruption, new dynamics, channels and competitors
- The content of work, the required capabilities, and also the workforce are changing rapidly
- Supply chains and business ecosystems are more global and complex than ever

Companies continuously have to rethink and adjust their business models and their cost base. Procurement plays a key role in ensuring that your company is fit for the challenges ahead.

## Top and bottom line impact

Our approach drives a culture of accountability and discipline, maximizing the value of value improvement initiatives that drive cost down and value up.

Having a clear, forward-thinking value and cost strategy that is aligned with the business is a critical element of becoming a successful procurement organization. Taking a strategic approach to managing your third party spend and updating your procurement operating model leads to a direct increase in profitability and value.

We use a structured approach to Find, Get and Keep savings. By creating spend transparency, we identify areas of underperformance and with our hypothesis-driven approach we identify and convert ideas into clear value improvement initiatives. To create transparency and ensure an efficient way of working we use a broad range of solutions to power procurement through digital and analytics.

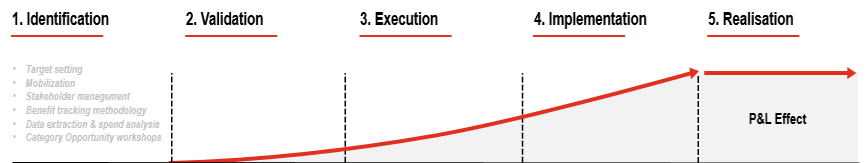
## Our Approach

- Our approach is built on our knowledge of critical success factors in spend optimization projects - that we developed and fine-tuned based on our decades of experience
- We apply a transformational approach to identify, realize



- We leverage on our procurement excellence framework to help you to unlock new value and savings

- Co-creation between procurement, business and finance drives adoption and capability building
- We unlock value by applying both business and procurement lenses
- To track progress we work with a structured stage gate process to create an eagle's eye view on value delivery and cost reduction



## The benefits to your business



**Enhance and build capabilities**  
Building the right capabilities to make better strategic procurement decisions



**Realize financial impact**  
Realize substantial savings and benefits by realizing new data insights, better category management and improved sourcing



**Future ready and enable future growth**  
Keep with the pace of technology and market evolution, support stakeholders in navigating fast-changing environment impact on both top and bottom line



Accelerated by technology and our data driven approach we identify significant value improvement initiatives and realize sustainable business impact

### A selection of our capabilities...



Spend Analytics



Should Cost Modelling



Savings Tracking



Price Forecasting



Category management



Supply risk management



Tail spend automation



Predictive maintenance



Cognitive sourcing



Contract Analytics A.I.



Sustainability tracking



Fraud Scan

Our approach drives a culture of **accountability, creativity, and discipline**, maximizing value and business impact

### Why partner with PwC?



#### Global reach and experienced team

Globally, we have 1400+ procurement consultants, combining procurement experience, digital skills and industry knowledge, supported by a wide network of category and functional subject matter experts.



#### Knowledge, methods & tools

We apply a proven standard methodology, supported by tools and templates that allows us to deliver a high quality assessment both rapidly and efficiently.



#### Proven track record and sustained results

PwC has a leading position in procurement consulting. Our approach identifies short term savings opportunities but also provides you with a roadmap to develop the capabilities required to sustain and grow value add over time.



#### Breadth of capabilities

We are able to leverage the depth and breadth of PwC's industry and functional skills to support our clients. We can bring the expertise of professionals in Tax, Working Capital, Risk Assurance, HR and Legal to the table to maximize the identification and realization of value.

We work with PwC assets and with trusted partners to power procurement through technology and analytics

### Get in touch



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