



Procurement System Implementation

Identifying Opportunities to Reduce Spend & Increase Profit

Benefits

Price Savings - Greater savings from e-Auctions and being able to better understand your spend and communicate your requirements to suppliers.

Process Saving - Transactional savings by reducing processing costs eg. Invoice matching, Purchase Order development etc.

Efficiencies - Efficiencies in the procurement process by being able to analyse spend more quickly and thus respond to opportunities in the shortest possible timeframe.

Future Proof - Tools provide opportunity for internal analysis in the future without the need for external consultants.

Our Approach

Customer Centered - We focus on customer knowledge transfer and long term sustainable savings.

Best Practice - From analysis techniques to sourcing strategies & transformation practices we aim to ensure you are at the forefront of expert thinking & design.

Stakeholder Involvement - Understanding your spend means understanding your organisation. We involve stakeholders to ensure the best overall results.

Commodity Experts - We use our commodity experts to ensure savings are maximised.

Strategic sourcing provides the single largest opportunity to reduce costs, improve quality and performance within your supply base.

A well implemented e-sourcing and e-procurement system will assist your organisation to bring your spend under control, realise new contract savings and ensure savings are realised by managing how staff procure.

“Almost 50% of best-in-class enterprises that

source strategically using best practice strategic sourcing techniques use commercially available e-sourcing solutions” Aberdeen Group, Dec 2005

OrangeMaple is independent and can assist to review and evaluate the different systems, determine the likely level of savings from the new systems and assist with system implementation.

The benefits from system implementation are large, however, there are many players in the mar-

ket and a range of functionality to choose from including: Spend Analysis, Sourcing, e-Auctions, Contract Management, Procurement, Invoice & Payment and Supplier Performance Management.

OrangeMaple can assist you to determine the best system for your organisation and which functionality will realise the best results for your investment.

Key Steps

System Selection	Implementation	Post System Review
<ul style="list-style-type: none"> • Business case options appraisal and recommendations. • Business case sign-off & project initiation workshop & documentation (PID). • System and vendor selection. 	<ul style="list-style-type: none"> • Detailed Requirements Gathering & Project Design. • Systems implementation, business workshops, change management, testing and go-live signoff. • Weekly reporting, risk management. 	<ul style="list-style-type: none"> • Review usability of system • Recommend modifications and enhancements • Post system implementation review reporting

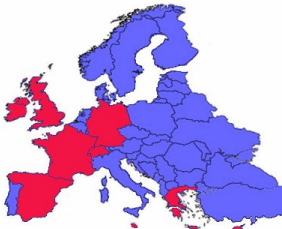
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We're on the web!
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Our workforce is multilingual so we can assist you in a range of countries across Europe & Oceania.

A Note About OrangeMaple

Because our experience lies not only in procurement but also transformation we don't just look to produce an external analyst report that will sit on the shelves after we leave. Our approach is to have 'skin in the game' ourselves to ensure we push you to realise the full potential you supply base has to offer.

Our competitive advantage lies in this approach but also our 'Supply Chain Optimisation & Profitability' strategy. Ask us about it?

OrangeMaple aims to inspire companies to innovate and change their operations and procurement through structured transformation.

Procurement System to Save £1.2million

One of the best respected local authorities in Europe recently used OrangeMaple consultants to implement an e-procurement system.

OrangeMaple consultants assisted the local authority to review the incumbent Accounting/ERP package and determine if a modular bolt on or an entirely new e-procurement system should be implemented.

The assessment found that greater spend and larger savings could be achieved through implementing a new system. This recommendation was accepted and the 'Ariba' e-procurement system was selected as the preferred choice, mostly due to

the larger amount of specialist service related spend that could be accommodated through the Ariba platform.

Our consultants assisted to negotiate a significant discount from the vendor and also assisted with the roll-out of the system.

The implementation of the system was completed within budget and the Director of Finance has commented that the implementation was a resounding success.

In addition, to having a new procurement platform, the implementation proved very useful by providing, for the

first time, an approval hierarchy that could be reviewed at any time and had clear owners and support processes.

This assisted the Directors' of Finance & Procurement to not only realise savings but also reduce their overall risk and exposure in the organisation.