

# Sourcing & Commercial Services

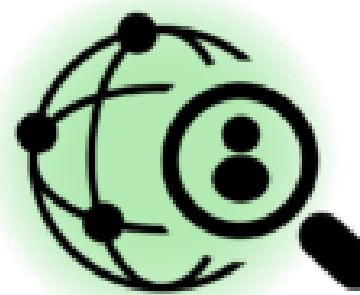
## We orchestrate change

The Partners in Change business model is built on our conviction that successful and sustainable change and transformation is only possible when expertise, flexibility and integrity come together every step of the way.

We believe that the 'how' of change is just as important as the 'what'. That's why we orchestrate change **with** you, blending the skills and knowledge in your organisation with those of our highly experienced, positive and collaborative expert partners.

Our uniquely flexible approach means you pay only for the expertise you need, exactly when you need it. We focus solely on what is right for your business, delivered in the way that best meets your personal and organisational preferences.

**All of this, along with our competitive rates and our proud track record of happy clients, means we are confident we offer outstanding value in change and transformation consulting.**



## A critical component of your transformation planning

The right sourcing strategy can be critical to the success of any major change or transformation programme. Identifying which suppliers to use, where and when to use them, and how to structure commercial agreements that are aligned with the overall business vision are crucial and often overlooked component of success.

Embarking on a change or transformation programme typically demands extra resource in the short term to help drive, execute and deliver the change effectively. Many organisations have partners in place supporting existing technology platforms or business systems and a natural first step is to approach them to explore how they might help. This can be a sensible step, but it can also be a missed opportunity to achieve a step-change by failing to consider the wider context of what the business is trying to achieve and the current state of play in the supplier landscape. Handled carefully, reconsidering your sourcing strategy and commercial models can be a powerful driver of change that will significantly accelerate results.

## The power of an integrated approach to sourcing and commercial governance

Partners in Change has deep experience supporting some of the world's leading organisations with transformational sourcing programmes that have dramatically reduced costs and improved business performance. Unlike other advisors, we provide sourcing and commercial services as **fully integrated**

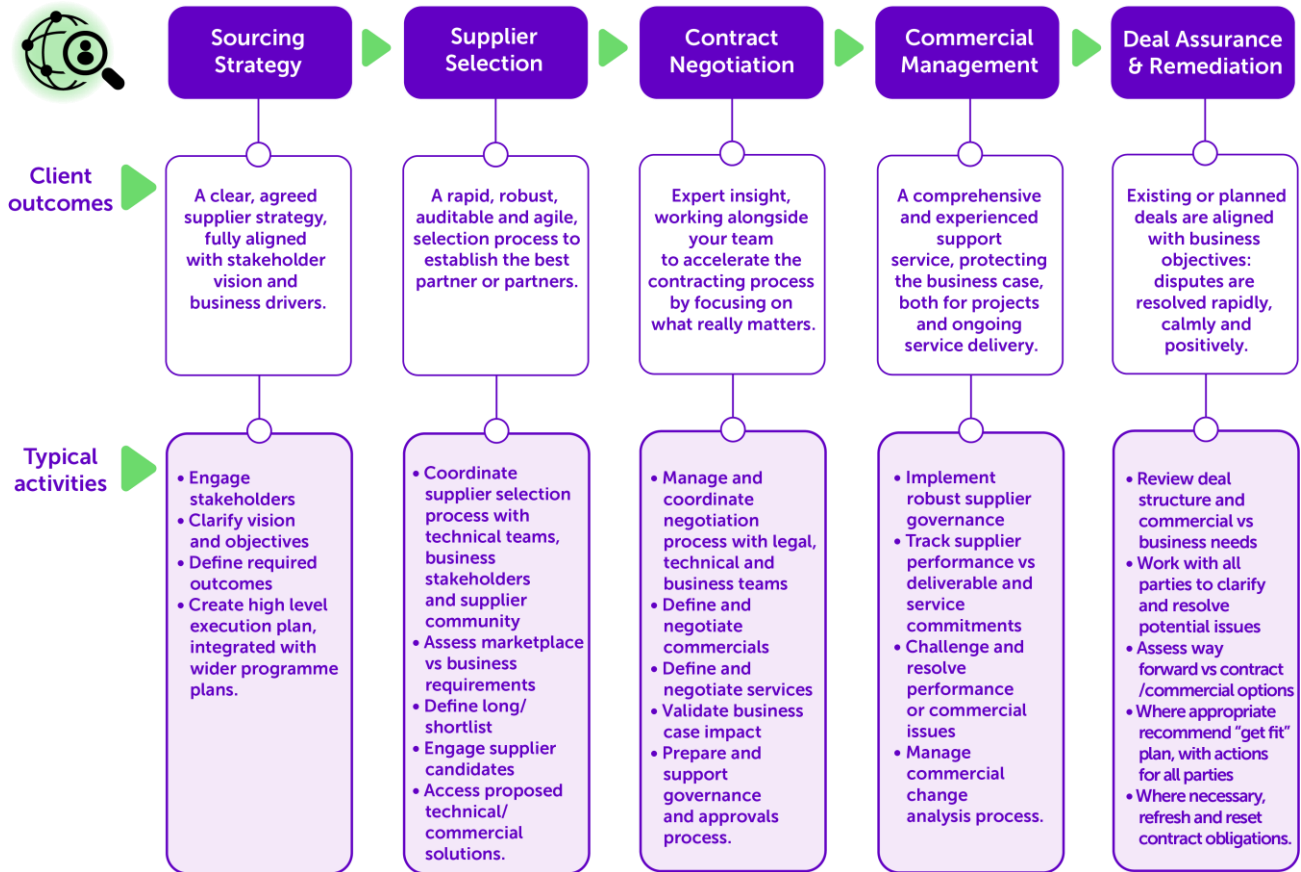
**components** of our orchestrated change services, ensuring that our **independent** advice is aligned with wider change and transformation programme activities. By employing our integrated approach you will ensure:

- ✓ Your sourcing strategy is aligned to business goals
- ✓ Procurement activities are planned within a coordinated change portfolio
- ✓ The organisational impact of supply decisions is assessed and fully understood
- ✓ Your business is prepared for the impact of change
- ✓ Delivery needs are captured, challenged and communicated
- ✓ Clear leadership and structured stakeholder governance is in place
- ✓ Supplier activities are reported and managed consistently
- ✓ Teams are mobilised for success
- ✓ A legacy of skills development is established for internal teams



## Supporting you from strategy to execution

We provide a comprehensive range of sourcing and commercial services from strategy through supplier selection, contract negotiation and ongoing commercial management. Our strong relationships with the supplier community mean that, where needed, we can also help with deal remediation or renegotiation of existing agreements to get supplier relationships back on track where business needs have evolved or performance is below expectations.



We are proud of our track record supporting some of the world's leading organisations with every aspect of their sourcing and commercial challenges, from one-off assurance reviews through to cost saving initiatives and global deal negotiation. Our integrated, independent approach can help you:

- Reduce third party cost base, sometimes significantly
- Accelerate traditional RFP processes
- Improve and assure the performance of current suppliers
- Bring deep experience and commercial insight to negotiations
- Control project commercials and minimise the cost of unplanned changes
- Implement effective and efficient supplier governance

For more information on how our independent and integrated sourcing and commercial services can help accelerate your business transformation please contact:

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