

MAXIMUM VALUE FROM THE MARKET = SHINING RESULTS FOR YOUR PROCUREMENT TEAM



Procurement Transformation



Why is Grosvenor the right fit?

Confidence that your procurement team delivers shining results

The case for a modern day procurement function

Modern day procurement is about more than just sourcing suppliers. It's about forming relationships and growing alongside your partners. And of course: delivering real savings!

Truly successful contractual relationships deliver all required outcomes, all anticipated benefits, plus just a bit more. Ensure that you are set up to get everything that you deserve out of a business relationship - with Grosvenor by your side.

At Grosvenor we see beyond any procurement process. The time where tendering resulted in savings has passed. We also know that the next wave of procurement savings requires all four spend levers: pay less, buy cheaper, buy less and buy smarter. There is still room for you to save between 8% and 14% in doing so.

Why is Grosvenor the right fit for you?

The important difference is in how we work. We work collaboratively with you. We listen. We care. Then we get on and do. We make things happen for you and with you. Always.

How can we be this confident? Because our clients are. Over the last five years 60% of clients were repeat clients.

Ready for us to help? Contact [Stefan Gassner](#), leader of our Procurement and Contracting practice for more information.

What does Grosvenor quality mean?

Grosvenor is a quality certified organisation with an outstanding track record in delivering projects:

- to a high standard
- on time
- with the lowest risk
- to maximise expected benefits
- efficiently and for a competitive cost.

This track record is best demonstrated by the feedback from our customers. We use Net Promoter Score, the globally recognised customer satisfaction benchmark methodology. Scores can range from perfect score of +100 to a negative score of -100. Grosvenor clients have rated us to give a **+48** score. This score is one of the highest we've seen and well ahead of the big consulting firms (scores <+10), other smaller firms (average +20) and even Apple (+45).



Exceptional track record that is well ahead of our peers



Deliver shining results

Do you have the grunt to deliver shining results?



Why shining results?

For too long procurement has lacked the grunt to be heard in their business. Our clients find themselves bogged down in the urgent, not the important. Grosvenor will support you to deliver shining results across the whole procurement function.

The difference

The important difference is in how we work. We work collaboratively with you. We listen. We care. Then we get on and do. We make things happen for you and with you. Always.

The confidence

How can we be this confident? Our clients are!

- **60%** of our clients are repeat clients
- our Net Promoter Score is **+48**, unsurpassed in our industry. Don't like working with us, don't pay!
- every client gets our CEO's mobile number.



Finally focus on the important, not the urgent

We consider our Procurement Transformation offering most relevant to you



Procurement Transformation

Worried about how procurement operates, including not driving sufficient savings? ?

- ✓ cost reduction range: 8% to 14%
 - ✓ always practical solutions
 - ✓ be bigger than you are.
- BENEFITS**

DIAGNOSTIC
What is working and how can you improve?
Benchmark your spend and supply base!

NEXT GENERATION PROCUREMENT
Reduce cost by using all four spend levers to manage demand and drive business value.

"GET FIT" PROGRAMS
Fighting fires? We give you the space to do the important things, not just the urgent.

CONFIDENCE



Leverage our procurement transformation expertise

“We just can’t see how procurement delivers value. Instead, our procurement function imposes red tape and makes our life harder.”

Transforming the way procurement is done often receives push-back from the business. Fair enough, as so far procurement has been, at best, ineffectual and at worst, an impediment to their goals. In some cases the procurement function may also have been non-existent and procurement demands short term effort for long term benefits.

Talk to us to learn how we identify quick wins that go beyond the traditional transformation process. We will help you plan a clear path forward to build your credibility internally.

We’ll assist you in pinpointing where the opportunities are and help you implement them for maximum efficiency.

Let’s start our conversation about how you get maximum value from:

- *procurement organisational design*
- *capabilities of people, systems, process*
- *category management*
- *supplier relationship management*
- *spend analysis / spend reduction*

Need increased savings and better outcomes from your procurement function? We’re here to help.



Benchmark your procurement function with Grosvenor’s database of the leading 150 organisations in Australasia



Learn how to use all four spend levers to get better outcomes: Pay Less, Buy Cheaper, Buy Less, Buy Smarter



Implement appropriate and practicable solutions that will make a real difference to your organisation



What's next?

Find out how to improve the performance of your procurement team

Benchmark your procurement team

Is your procurement team of the right size? Is it too small, or even too big?

Compare your organisation to 60 leading procurement teams from across Australasia.

Find out:

- ✓ how many staff you need to deliver your programme
- ✓ how many projects you can run per year
- ✓ how mature your procurement capabilities are

It's completely free, start now at

www.grosvenor.com.au/procurementbenchmark

Benchmark your savings

Could you save more in your category? Where will your next wave of savings come from?

Benchmark yourself with 81 leading organisations in Australasia to identify the most effective savings tactics.

Compare:

- ✓ how much other organisations save in your spend category
- ✓ your savings tactics with the best-performing organisations.

It's completely free, start now at

www.grosvenor.com.au/procurementbenchmark



Don't take our word for it!

What our clients say about working with Grosvenor...

"Grosvenor are exceptionally adept at identifying the issues. Are consultative, professional and really make the difference. What is noticeable is that Grosvenor is not a 'one size fits all organisation'. Their approach is specific to the customer and the issues identified. A pleasure to work with."

"9 out of 10"



"Thank you for all the support and hard work over the past months. We believe the robust process has delivered the best outcome for Fairfax Media."

"Provided an independent but verifiable review of a current contract which provides a strong basis for a decision regarding this contract."



"Grosvenor's advice is always well considered and thorough, has regard to all circumstances and is strongly outcomes focused. Grosvenor have added considerable value to key projects and have been a pleasure to work with - highly recommended"



"I found the Grosvenor consultants were wonderful guides, consultants and mentors. They shared their breadth of experience readily and also displayed integrity throughout the whole process."

"[...] outstanding work Grosvenor have done. A lot of work has obviously gone into the thinking. I'm sure [you] will continue with the quality of work we have come to appreciate and expect from the Grosvenor team."



"Easy, Grosvenor were professional: competent, patient and took time to know our business"

"Our experience with the Grosvenor team was both a professional and flexible one that delivered our intended outcomes within the agreed timeframes"



Australian Government



Our procurement experience

We have helped hundreds of clients to procure high stakes services

Our clients	Procurement Transformation projects in the following categories:					High Stakes Procurement	Supplier Management
	Procurement organisational design	Capabilities of people, systems, process	Category management	Supplier relationship management	Spend analysis / spend reduction		
Federal Government	✓	✓	✓	✓	✓	✓	✓
State and Local Government	✓	✓	✓	✓	✓	✓	✓
Financial and Professional services, including Big 4 Banks	✓	✓	✓	✓	✓	✓	✓
Utilities, Construction, Mining & Transport	✓	✓	✓	✓	✓	✓	✓
Media and Communications		✓				✓	✓

✓ Grosvenor procurement experience and expertise



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