



STRATEGIC PROCUREMENT COST SAVING PROGRAM

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OMEX

Operation Management Excellence
Training & Consulting

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GOAL

- ❑ **Direct Cost Saving (price)**
- ❑ **Indirect Cost Saving (non price, SCM cost, TCO)**
- ❑ **Operational Efficiency**





Step 1: Spend Analysis

- Understand current situation
- Prioritize actions
- Identify saving opportunities
- Method : strategic sourcing, SRM, negotiation, etc
- Deliverable : Action Plan



Step 2: Implement Action

- Implement actions in Action Plan
- Method: project involvement
- Deliverable : Result as in Action Plan
- Priority:
 - Quick Win
 - Medium priority
 - Low priority



Step 3: Sustain Performance

- Competency improvement
- Process improvement
- Method: in-house training, process review
- Deliverable: Improved procedure, competent people, awareness