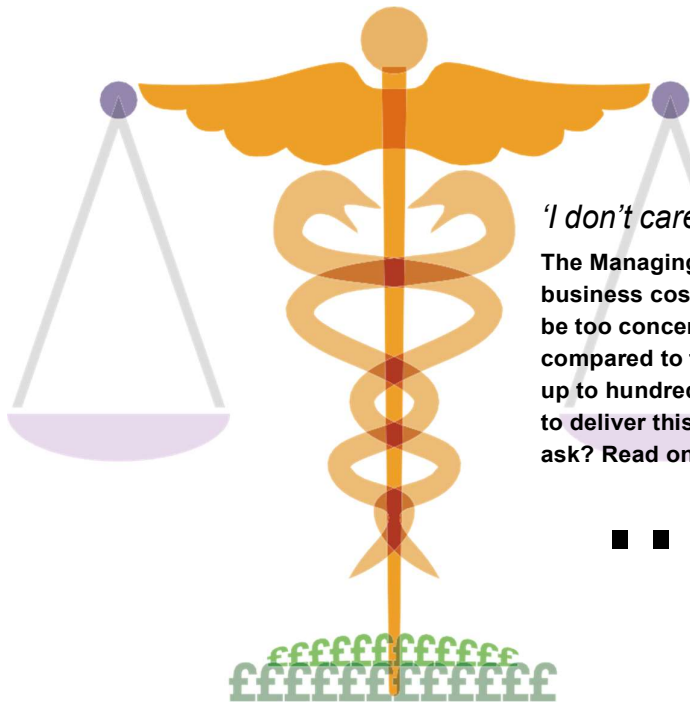


LAWYER



'I don't care how much it costs- just get me it!'

The Managing Partner could see that they were 'bleeding money' on general business costs but the partners focussed on client billing and tended not to be too concerned about business expenses as they seemed small when compared to their client fees. All in all, though, their business savings added up to hundreds of thousands on a two million spend and so we were asked to deliver this whilst keeping the partners onside. How did we do this you ask? Read on ...

...HEAL THYSELF

THE BACKSTORY:

This well know law firm was going through a period of expansion and their new Managing partner was keen to make sure that the firm operated on sound business practice, looking after profits so that they were in good shape for any downturn that may occur. He was finding it difficult to get the partners to commit to efficient business practices like using improved buying deals and their purchasing team were seen as paper clip monitors which were easy to brush to one side. We analysed spend, sourced improved deals and made sure that the service and quality was maintained or enhanced.

THE PROBLEM:

Delivering business efficiencies in an organisation that doesn't see that as a priority.

THE SOLUTION:

Quality criteria was agreed specifically with the partners and included as the top priority in the business case for each supplier deal. The purchasing team were also reorganised and revitalised with a new business focussed agenda.

THE OUTCOME:

The new team are well respected by the senior team and the project delivered over £1m in savings which was acknowledged as being a material result for the firm.

THE REVIEW:

We learned that in some circumstances supplier deal needs to be less keen on price in favour of specification, even if the quality levels are set higher than needs be.

This realisation allowed us to connect with the key decision makers and we ended up with everyone 'on the same page'.



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