

SOUND FAMILIAR?



COMMON COMPLAINTS FROM EXECUTIVES:

"We often get supplier delivery issues"

"Our purchase costs are always going up, never down"

"We have little visibility and I have no idea if our supply chain risks are covered off"

"We just don't seem to punch our weight"

"Most of our operations guys ignore procurement anyway"

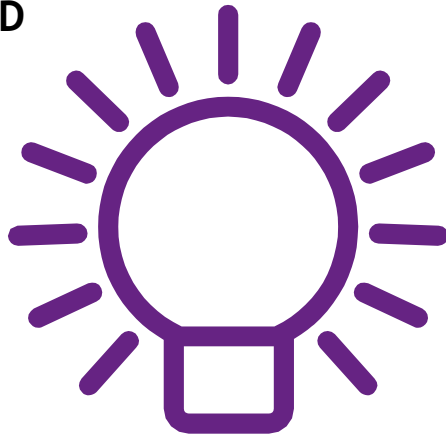
COST ESCALATION AND UNNECESSARY RISK

Despite overseeing up to 70% of an organisation's resources many procurement teams still can't get maximum value from their supply chains because of a tactical, often insular and bureaucratic approach leading to delivery problems, cost escalation and unnecessary risk.



READ ON...

THIS IS WHY
WE DEVELOPED



ACTIVA SMARTBUY

SmartBuy, the self-funded Procurement Programme that allows you to achieve world class procurement capability whilst at the same time making significant cost and efficiency savings.

WHAT ? - Self funded procurement transformation.

- Independent benchmark of your procurement management capabilities.
- Improvement initiatives devised specifically for your organisation's requirements.
- Work is delivered together with your own people so no expensive bills for big teams of consultants.
- Savings guaranteed at least ten times delivery cost.

WHY ? - Save money and get improved business capability.

- Improved profits through cost and efficiency savings.
- Make more sales through enhanced proposition.
- Reduced risk through tighter supply arrangements.
- Build up business capacity through stronger supply chain.

HOW ? - Well proven formula for delivery.

- Energy building leadership, proven 'road map' expert guidance and your own people.
- Tried and tested techniques, database of benchmarks and approved suppliers.
- Typically adopts an element of change management and business improvement.
- Expect results within weeks, a transformation within months.

HOW MUCH ? - Self-funded.

- Initial Assessment, Supply Chain Health-Check and Benchmark report are free including confidential Executive Review.
- Self-funded, cash positive programme fees are then agreed subject to your specific requirements.
- Success payments are tied to objectives specific to your organisation.

WHAT NOW ? - Check it out.

- Confidential discussion with ACTIVA, email andy@activauk.com



ACTIVA

25 St Hildas Terrace, Whitby, North Yorkshire, UK, YO213AE
Email: andy@activauk.com Telephone: +44 (0) 7540 233 055
www.activauk.com

SMARTBUY

HOW IT WORKS

SmartBuy programmes follow a proven three step approach guiding you to the outcomes. We use a straightforward and extremely reliable process:

PLAN

1. PLAN: - Risk free set up - no fees

- Executive meeting to set the scene and understand the 'art of the possible'.
- Produce Diagnostic & Opportunities Report to compare and quantify the opportunity.
- Executive meeting to agree Plan.

DO

2. DO: Inclusive team-based Implementation – Payment by results

- Establish and deliver Joint Programme Plan together with internal teams.
- Provide regular Milestone Report to ensure things stay on track.
- Category Management, KPI Dashboards, Project Reviews, Business Outcomes Report.

REVIEW

3. REVIEW: Certified results – Profit share

- Coaching and support as required.
- Learning and feedback reviews.
- Completion statement and Final Account.

It's proven, it works, it engages your people and it guarantees you at least ten times return on investment. The first phase is delivered free allowing you to know for certain that you will get your return, before you have any outgoings.

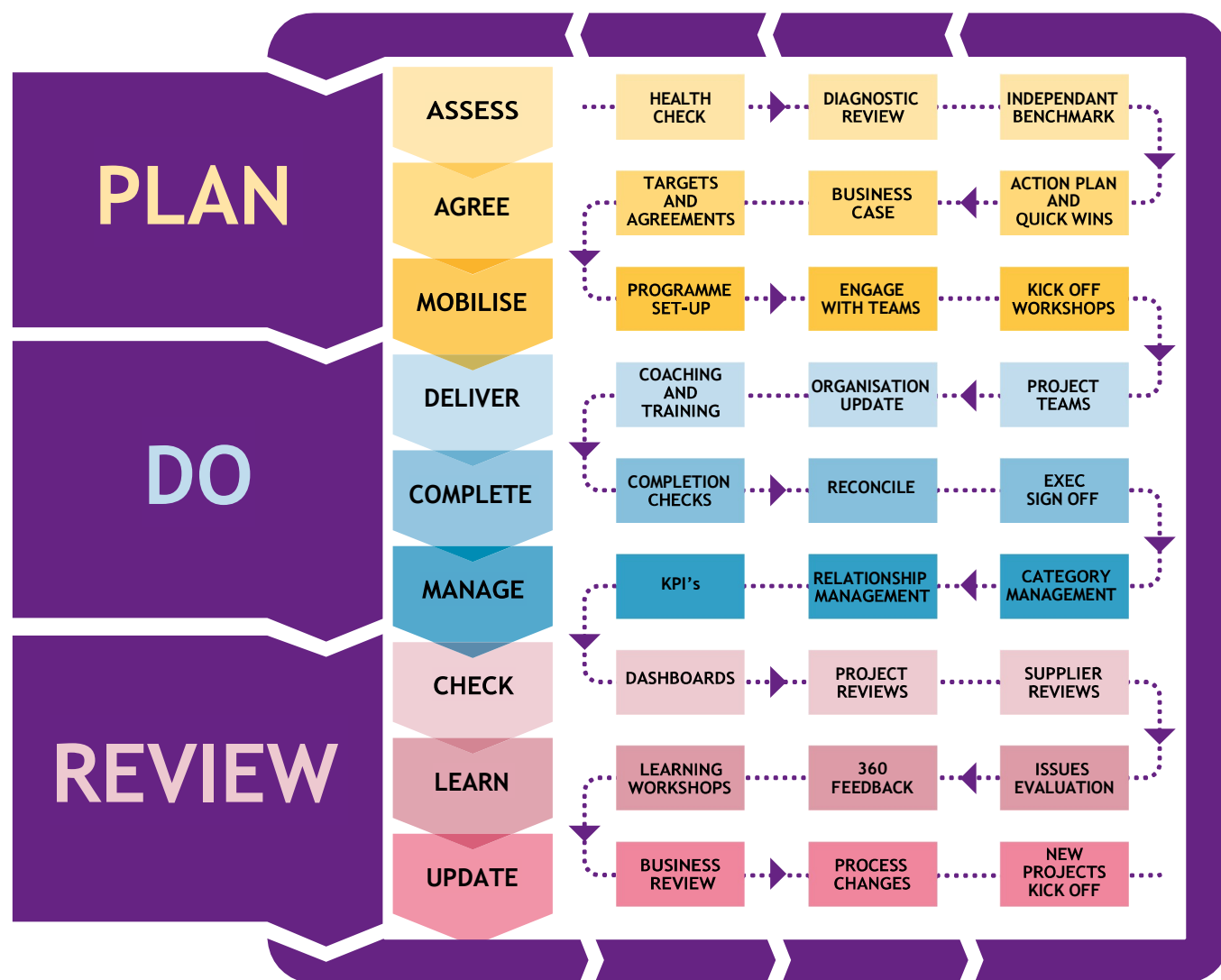


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SMARTBUY:

AT A GLANCE



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Imagine £700m sales, £500m supplier spend, 7,500 suppliers, 9 businesses, 3 divisions and 100 sites all with different customers, different systems, different policies, different business processes, different cultures and different ways of working.

Now imagine that you are convinced that you could get some big efficiency savings and you could unlock some big benefits from working in one best way across your group, but to get there you need to coordinate fifteen projects involving hundreds of staff all with their own 'day job' and often conflicting priorities. "That'd be like herding cats" you say.

Yes, well... that's exactly what we did. We became 'Chief Cat Herder' for a while and delivered almost £3m in efficiency savings, a 20% uplift in capability and some sustainable changes to business practice in a UK based group. "How did you do that?" we hear you ask. Read on ...

THE CHIEF CAT HERDER

THE BACKSTORY:

The client, a large group with three divisions and nine operating companies had tried several times in the past to get extra efficiencies by encouraging its businesses to collaborate more with each other, with limited success. A new leadership team wanted to try again but didn't want to have consultants with clip boards crawling all over their businesses and didn't want to tell their businesses what to do. We were asked to investigate this and come up with a way of getting efficiencies, without a 'you will do this' mandate and in a way that would stick. We suggested using our expertise and processes and some executive level support to get their own people to work on the issues themselves, come up with the answers and do the delivery.

THE PROBLEM:

To get over a hundred people aligned around a series of complex projects and to agree how to implement them together.

THE SOLUTION:

We devised a three phased programme, set up a programme management team, created an executive level programme board and coordinated the delivery of 15 projects.

THE OUTCOME:

All but two of the projects were delivered achieving £3m in savings, a net increase in capability as measured by independent benchmarks of 20% and an ongoing delivery process to ensure that the efficiencies continue into the long term.

THE REVIEW:

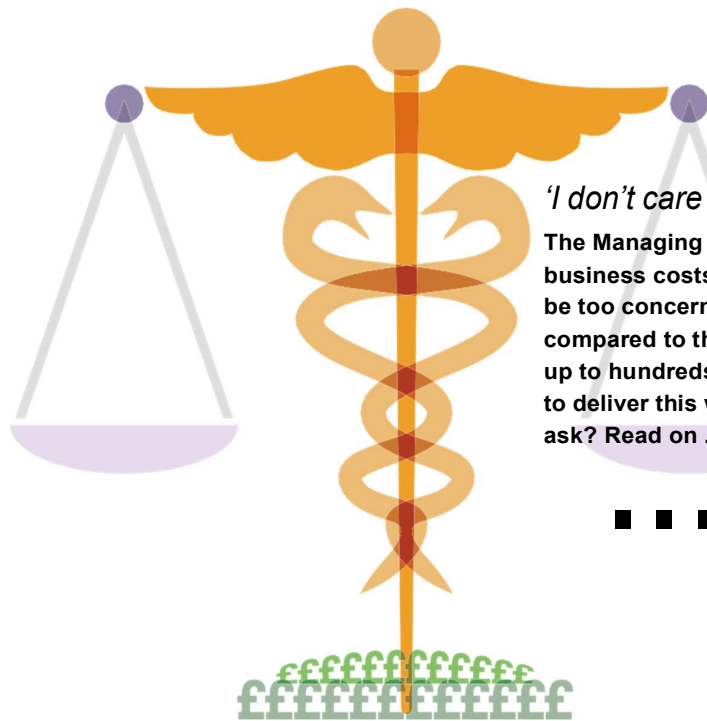
The overall programme approach worked really well, though it took a lot longer to get going than any of us initially imagined. The two projects we didn't complete were probably a step too far and the client will get back to them in the next year or so. We recruited three business analysts to help coordinate the projects, support the project teams with data gathering and analysis and this worked like a dream. We were lucky enough to secure three really fantastic people and they've gone on to take up new positions across the organisation and are doing really well.

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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 acknowledge 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.

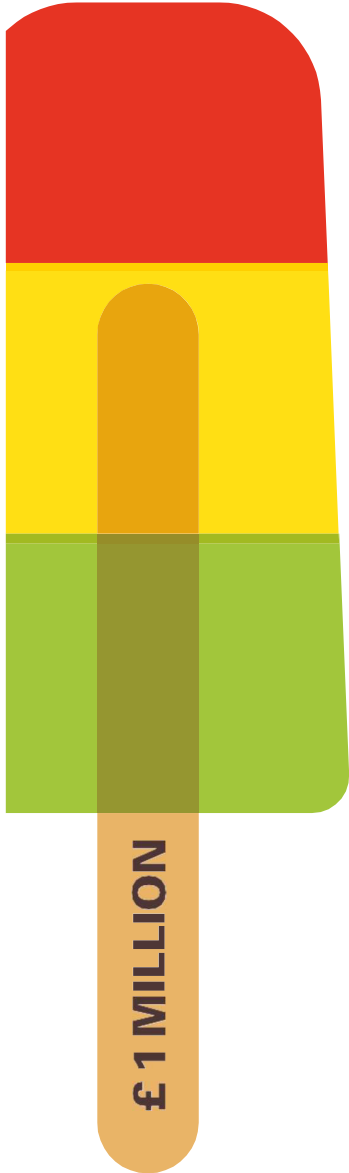
This realisation allowed us to connect with the key decision makers and we ended up with everyone 'on the same page'.



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A COOL MILLION



'Not firing on all cylinders'

The CEO had a 'gut feeling' that his procurement team weren't 'firing on all cylinders' and were way off their goal of being the 'best of the best' at managing their supply chain. The problem was how to turn a 'gut feeling' into something tangible in an area of their business that was a bit of a 'back water'. We worked with the team to save over £1m at a tenth of the cost quoted by a big four consultancy. How did we do this you ask? Read on ...

THE BACKSTORY:

The client is a contractor digging roads, laying pipes, and installing telecom towers. The CEO and his team were finalising a business improvement programme and were in the process of engaging a big four consulting firm to conduct a project within their procurement department. As an alternative we were asked to come up with our view of what needed doing. We worked with their existing team and came up with a plan of attack at a tenth of the cost, a third of the time with an extra 15% in savings. The top team told us to get on with it and so we then set up a procurement development project team from within. We changed the structure, updated the processes, and carried out a programme of quick wins.

THE PROBLEM:

To update an out of date and downtrodden procurement team quicker, cheaper and better than a world renowned consulting firm 'relighting the fire' with internal staff along the way and leading them to deliver over £1m in net savings.

THE SOLUTION:

We worked closely with the existing team, encouraging them to work out the answers themselves using our benchmarks, our processes and examples from other clients, guiding and challenging them along the way. We also rolled our sleeves up and delivered many of the initial projects to establish some momentum and lead by example.

THE OUTCOME:

Most of the team responded brilliantly to the challenge quickly becoming shining stars of the programme. Some of the team needed to leave whilst we also recruited some new people managing the changes closely on behalf of the client. The projects were all delivered on time, most beating initial targets with an overall saving after project costs of over £1m per year.

THE REVIEW:

The idea of 're-lighting the fire' of the existing team worked fantastically well and the top team were 'blown away' at the change in approach and attitude of a team previously seen as being blockers and very negative. We did though, underestimate how much time and effort would be needed to handle the restructure whilst running projects in parallel but that was easily fixed once we realised. The client loved this approach so much we made it a standard part of our method from then on.

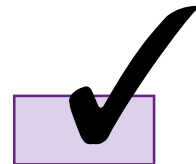


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WHAT NOW?

1. REALISE THAT YOUR PROCUREMENT COULD BE BETTER
2. GET ACTIVA TO DO FREE HEALTHCHECK
3. REVIEW OUTCOMES AND YOU DECIDE GO / NO GO
4. ACTIVA DELIVER YOUR TRANSFORMATION
5. YOU MAKE EXTRA PROFITS
6. YOU GET IMPROVED PROCUREMENT CAPABILITY



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ANDY BROWN

OVERVIEW:

A successful plc director, business consultant and entrepreneur; Andy has held senior executive positions with BskyB, ASDA, Boots and The Burton Group (now Arcadia).

In the early 90's he worked with Archie Norman and Allan Leighton as a part of the ASDA turnaround team delivering £100m in cost savings. In 1997 he established and went on to sell business transformation business Active Management and then a business-to-business profiling firm TiVA. Along the way he has worked with many large, well-known organisations around the world on a range of business transformation projects. In 2009 to 2011 he was CEO of a large business supply organisation where he led the successful major business transformation increasing turnover by £10m to £108m, almost doubling profits to £9m and increasing productivity by 70%. He advises several organisations, is founder of transformation consultancy ACTiVA, is non-executive director of a specialist manufacturer and Board Member of the UK's biggest regional cancer charity. Andy is Married to Polly, and they live with their three children in the North Yorkshire seaside town of Whitby in the UK.

CAREER:

- Welcome To Whitby, business group: Chairman.
- Nano Time (ACTiVA), business transformation: Founder Director.
- EN:Able Build, social housing developer: Business Unit Head / MD
- Efficiency North, social housing consortium: Advisor to the board
- iSource Group/Yorkshire Mafia, IT Contracts / business events: NED
- Yorkshire Cancer Research, charity: Trustee Board Member
- Duraweld, manufacturer: NED
- Shepherd Building Group, construction & engineering: Consultant to board
- SIG plc, construction materials: Consultant to board
- YPO, business supply: Interim Chief Executive
- TiVA, B2B profiling: Founder & Chief Executive
- Active Management, consulting: Founder & Managing Director.
- BskyB, Procurement Director / ASDA – Head of Commercial Division / The Boots Company – Procurement Controller / The Burton Group, – Senior Buyer.

Andy has worked closely with many well know businesses such as AVIVA, Carillion, Capita, Ericsson/Microsoft, GE, ICL, O2, RAC, Starbucks, The Daily Mail.

Andy was educated in Hull and Bradford, spends his spare time with his family and travelling for fun, pursuing his ambition to have a beer in every major city in the world (50 down, 100 to go).



ACTiVA

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