

Procurement Management

Reduce your supplier base, unlock savings, and get a grip on tail spend

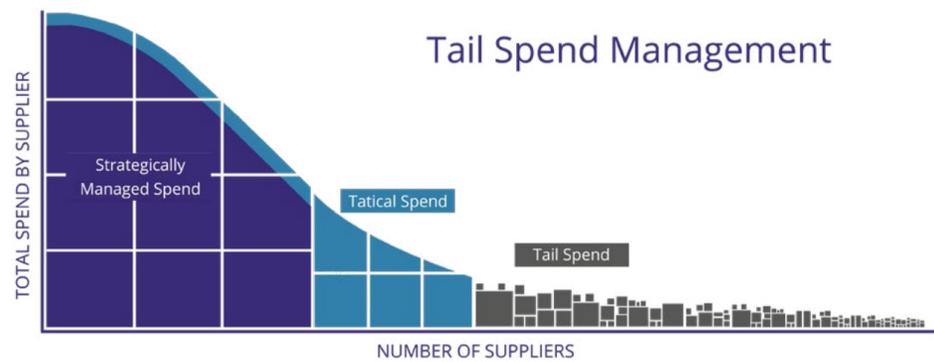


EDWARD LONG
Head of Pre-Sales and Analytics
 T +44 (0) 2392 825925
 elong@bell-integration.com

We help organisations transform their tail and tactical spend into operational advantage. Providing the insights and know-how needed to **reduce procurement costs, minimise supply chain risk** and deliver an improved purchasing experience for end users.

Our end-to-end procurement managed services gives you a single supplier model that delivers both value and predictable costs.

Accounting for 80% of transactions but only 20% of total spend volume, tail spend typically involves thousands of one-off or infrequent purchases from a vast number of suppliers and product categories.



For CFOs that want to cut enterprise costs, this miscellaneous spend represents one of the biggest potential sources of incremental savings that can be immediately tapped. This is especially true for global companies with expenditures in the billions.

Our solution

We enable you to consolidate your supplier base, identify and realise savings opportunities, and in some cases eliminate some tail expenditure entirely.

On average, the enterprises we work with achieve:

- 10-30% saving on procurement costs
- 10-25% reduction in managed third-party spend
- 40-80% reduction in invoices
- Operational savings in the region of £5K per year, per supplier

Plus, because we act as an intermediary between you and your third party suppliers, we take on all the risk and liability on your behalf.

Our transformative service enables organisations to bring tail spend under direct management, whilst implementing sourcing initiatives that generate cost savings, as well as curbing maverick or off-contract spend across the enterprise.

Our approach

Acting as an extension of your procurement team, Bell Procurement Management makes it easy to get spend under control, identify where cost savings can be achieved and improve operational performance.

Supplier and spend consolidation - Undertaking a deep-dive analysis of tail spend at a supplier and category level to identify opportunities for year-on-year cost reductions, we'll consolidate spend with preferred suppliers and leverage this increased buying power to negotiate preferential terms that generate savings. Plus, less invoices, less processing and less queries equate to a significant reduction in operational costs.

Purchase-to-pay optimisation - Our integrated systems and catalogues streamline the enterprise requisitioning process. Taking care of everything from reconciliation to exception management, our automated purchase-to-pay processes boost compliance, simplify purchasing and eliminate manual errors. Enabling you to contain transaction costs and efficiently execute procurement.

Enhanced risk management and supply chain agility - We put in place control processes to constantly monitor suppliers and eliminate the risk of fraud across the supply chain. Utilising real-time analytics, we deliver deep insights into supplier networks and will act fast to address any identified potential risk exposure, utilising local and multi-sourcing practices to reengineer supply chains for enhanced resilience.

Regulatory management and compliance - Alongside evaluating suppliers and assuring vendor compliance and SLA performance in cross-board supply chains, we enforce governance across the enterprise through the initiation of automated e-catalogues and portals that streamline the purchasing and approval experience for end users and reduce off-contract spend.

Demand management - Our systems capture demand intelligence that generate actionable insights for improved spend forecasting and category management. Evaluating key metrics and benchmarks, we make it possible to evolve category strategies for optimal outcomes.

We introduce process efficiencies that improve operational performance and cost. We also help enterprises reduce their exposure to risk.



Contact us

From offices in London, Portsmouth, Wokingham, Krakow, Hyderabad and Singapore, we work with local and global customers across Europe and Asia-Pacific to streamline every aspect of their procurement strategies to maximise efficiencies and increase their ROI, year on year.

See how Bell Procurement Management can help your business succeed. Please contact us on marketing@bell-integration.com or visit www.bell-pm.com



LinkedIn: bell-integration



Twitter: @BellIntegration



YouTube: Bell Integration