

Procurement Prospectus

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ABOUT US

AVAM Solutions are a specialist procurement and supply chain consultancy with a strong record of delivering tangible results for our clients



REPUTATION.

Formed in 2019, AVAM Solutions are a procurement consultancy who have built a fantastic reputation with our clients (a mix of large blue-chip companies, small to medium size enterprises and public sector organisations).



EXPERIENCE.

Experienced procurement team with 25+ years deep sector category and procurement experience - we have sat in your seat as operators and know the problems you face.



FLEXIBILITY.

Open to whatever commercial model suits your business best – from time and materials to fixed price contracts.



PERSONALITY.

We are real people bringing some personality to the table – not process robots or technical bores.



ENERGY.

We offer high levels of energy, enthusiasm and innovation – offering something a bit different to the stereotype of procurement professionals.



PARTNERSHIP.

Most of our business is with repeat clients – so once you work with us, rest assured we will do a great job because we want you to come back for more.

Can't do it yourself? AVAM can.

Some of our Clients



Client Feedback

“The team at AVAM Solutions were helpful, insightful and great to work with throughout the project. They brought so much experience and knowledge and helped us reduce spend and improve service. Great people as well - which always helps!”

CEO - Facilities Management

“AVAM Solutions built tremendous credibility in the business with stakeholders whilst knowing how to get things done well, at pace.”

CPO - Retail

OUR VALUES

DO THE RIGHT THING

NO EXCUSES

ALWAYS IMPROVING

BE OURSELVES

ENJOY THE JOURNEY

KEEP IT SIMPLE

Do the right thing.

We are guided by the right thing to do in terms of both expertise and ethics.

No excuses.

We always deliver on our commitments. Every. Single. Time

Always improving.

We work to improve, learn and innovate all the time.

Be ourselves.

A good team is made up of a range of different personalities, opinions and perspectives.

Enjoy the journey.

We are extremely passionate about what we do and love the challenge.

Keep it simple.

We try our hardest to keep things simple – language, process, solutions – and focus our energy on execution.

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Our core services address the four most common problems our clients have

“My supplier spend keeps increasing and I feel it is getting out of control”



Cost Reduction

“My suppliers aren’t performing well enough or delivering the value we expected”



Contract and Performance Management

“We’ve got so many projects to deliver, but don’t have enough capacity in the team to do them ourselves”



Project Delivery

“I know I need a procurement strategy but just don’t know where to start”



Strategic Planning



Cost Reduction

“My supplier spend keeps increasing and I feel it is getting out of control”

- Cost Reduction initiatives start with an effective “Opportunity Assessment” supported by robust spend analysis.
- Most companies simply do not have good visibility of what they spend.
- Maybe they are able to identify their top suppliers but in most cases they are not able to see their spend in categories or see the tail of suppliers and the full extent of the fragmentation which exists.
- AVAM Solutions are experienced in spend analysis and categorisation through a mixture of our experience and the technology we use. We can swiftly convert your data into meaningful insights by providing an accurate summary of your supplier spend.
- From this, a list of opportunities for cost reduction can be drawn up – each with a potential range of savings associated (taking into account many factors such as the addressability of the spend in question).
- This allows us to develop an initiative pipeline, laying out the sequence, time taken, dependencies and potential benefits of each initiative.
- Once the planning is completed, AVAM Solutions turn our focus to execution.
- We have a strong record of delivery of cost reduction for our clients through various processes such as re-tendering categories of spend, renegotiating contracts and redefining specifications.

Contract & Performance Management

“My suppliers aren’t performing well enough or delivering the value we expected”

- Procurement is more than simply negotiating deals. It is also about ensuring that the value expected from those deals fully materialises into your business.
- Studies have shown that up to 40% of the value a contract was designed to deliver to your business can be lost as a result of not having the right level of contract management.
- To help address this challenge, AVAM Solutions offer a fully outsourced and affordable contract management service which manages your contract data and conducts systematic reviews with your selected suppliers.
- We will create you a central repository with all of your contract information, so you have one, highly visible, source of the truth.
- We will set up and oversee a series of focussed contract review meetings with selected suppliers throughout the year, during which we can measure performance against KPIs, track cost reduction, explore innovation and mitigate risk.
- And these will be complemented by annual strategic reviews with key suppliers, taking a higher-level look at relationships, opportunities and innovation.





Project Delivery

“We’ve got so many projects to deliver, but don’t have enough capacity in the team to do them ourselves”

- Capacity is often an issue for thinly stretched procurement teams in all organisations.
- Sometimes, the opportunity pipeline is very clear but there are simply not enough internal resources available to deliver them in a timely and efficient manner.
- For these challenges, AVAM Solutions can provide highly experienced, trained and qualified personnel to your organisation on an interim basis to take full ownership of project delivery.
- We will meet stakeholders, agree the key deliverables and then deliver against a statement of work.
- So, if you have a tender which needs delivering, contracts which need re-negotiating, a supplier mobilisation or exit to manage, a new system to be implemented, policies and procedures to update or any other project requirement, we would be delighted to help.

Strategic Planning

“I know I need a procurement strategy but just don’t know where to start”

- In order to deliver well, effective strategic planning is fundamentally important.
- But at certain points during the year, many organisations are so busy “doing” they don’t have sufficient time for planning.
- AVAM Solutions can support you with this challenge. We are experienced in creating strategic plans and reports for procurement teams, covering the following:
 - Category Management Plans for specific categories of spend
 - Market/Industry reports
 - Procurement Strategy (corporate)
 - Procurement Process, Procedures and Governance
 - Business cases (SOBC, OBC, FBC)



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Spend Categories

Some recent Spend Categories we have managed for clients include:



Consumer goods



MRO



Facilities Management



Professional Services



Healthcare



Pharmaceutical



Energy and Sustainability



Construction and Infrastructure

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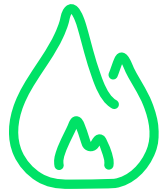
Case Study 1:



Home Office

Public Sector

18 months



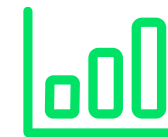
Challenge

- Lead the procurement process for £400M Secure Testing Services.
- Ensure full compliance with Public Contract Regulations (PCR).
- Achieve cost reductions and improve service quality.
- Delivery within 18 months.



Actions

- Managed PCR-compliant tender process, including market engagement, commercial governance, and business case submissions (SOBC/OBC).
- Led a successful re-tender for the Life in the UK Testing with a new provider.
- Supplier Rationalization.
- Social Value Integration: Championed Social Value throughout process.



Results

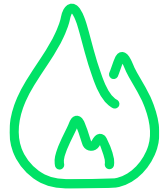
- 7 figure cost reduction and 25% quality improvement for Life in the UK Testing.
- Solution providing substantial 8 figure cost reduction for Test Consumers in Secure English Language Testing.
- Enhanced commercial governance and compliance with PCR.
- Successful integration of Social Value considerations in procurement.

Case Study 2:



Facilities Management

28 weeks



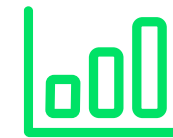
Challenge

- Enhance supply chain efficiency.
- Achieve urgent cost reduction.
- Drive an increase in supplier performance.



Actions

- Discovery & Stakeholder Engagement: In-depth analysis of spend, contracts, and processes.
- Procurement Strategy Review: Benchmarked against industry best practices, identifying gaps and areas for opportunity.
- Onboarded 20 new suppliers.
- Negotiations with direct material manufacturers.



Results

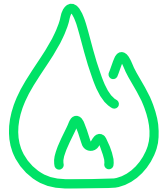
- £1.35M margin enhancement driven by more favourable supplier agreements and cost reductions.
- £9M spend optimization- ensuring that every penny was spent effectively and aligned with the company's strategic goals.
- Secured preferred rates and increased leverage via new suppliers.
- 10% reduction in material costs.

Case Study 3:



Telecoms

20 weeks



Challenge

- Develop a robust procurement strategy and governance manual.
- Ensure value for money and risk reduction.
- Strengthen procurement and supply chain capabilities by designing, recruiting and training a new procurement team.



Actions

- Created a comprehensive strategy and a detailed manual outlining processes and governance for procurement.
- Provided recommendations for the optimal procurement team structure and supported the recruitment of a new Head of Supply Chain.
- Led negotiations with 10 Design and Build partners under the NEC4 contract framework.



Results

- Comprehensive procurement strategy implemented.
- Improved governance, ensuring value for money.
- Successful recruitment of a Head of Supply Chain.
- Enhanced team capabilities in supply chain management.
- Secured favourable terms through NEC4 contract negotiations.

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Commercial Models

AVAM Solutions offer the following commercial models and are open to using whichever model best suits your business



Day Rate

We agree upfront a fixed number of consultant days to deliver the project in question and agree a day rate to apply per consultant deployed on a time and materials basis. If more days are required, this can be agreed.



Project Fixed Price

We agree a fixed price to deliver the project in question. This price will only change if the client requirements change. We own 100% of the risk of the project overrunning or the costings not being sufficiently estimated.



Gain Share

Typically charged on a combination of fixed fees and 'Gainshare'. Gainshare is based on AVAM Solutions receiving a % share of audited Cost Base Reduction or Inflation Mitigation based on definitions and measurements agreed upfront.

You've heard from us. Now, we want to hear from **YOU**

Why not give us a call today for a no cost, no obligation conversation to see if we can help you?



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