

## Welcome to Efficio

Efficio is a management consultancy focused entirely on procurement and supply chain optimisation.

- ● Almost two years after the project, benefits are still being delivered and there is much more teamwork and collaboration than ever before. ● ●

CEO, Private Equity-Owned Manufacturing Company

We work with large corporate clients and private equity-owned businesses across Europe and the US to deliver lasting results through procurement.

As a niche player, we have superior domain expertise in all aspects of procurement, strategic sourcing and supply chain operations. Our consultants have significant procurement and strategic sourcing experience and we pride ourselves on delivering results, not reports.

Many of our clients have well performing procurement functions but are looking to us to help them reach the next level of excellence and raise the profile of procurement within the organisation.

- ● Not only did they massively exceed savings targets, but they did so whilst building strong working relationships. ● ●

Head of Sourcing Programme, Group Sourcing  
Leading Global Insurer

- ● When Efficio comes in the door, we know that results will soon follow. From an organisational point of view, there is a valuable skills transfer as well as a positive, professional working relationship with our team from day one. ● ●

Chief Procurement Officer, Top Three UK Retail Bank

With our collaborative and approachable style, we work hand in hand with our clients to deliver measurable, credible financial results that can be traced to the bottom line. We routinely work with clients to realise improvements in their most strategic areas, including direct and indirect categories, logistics processes and supply chain functions. In the long run, the true measure of our success lies in the ability to transfer skills and know-how, allowing the client to own, sustain and build upon the results delivered during a project.

**Whether the challenge is delivering significant savings or managing suppliers to create value for the longer term, Efficio provides a range of client-tailored services including:**

### Procurement Opportunity Assessment

The Procurement Opportunity Assessment is often the starting point of Efficio's engagement with a client. In minimum time (2 to 8 weeks), it creates a tangible cost reduction plan and procurement development roadmap, while allowing the client to get to know us in a low risk setting.

The Procurement Opportunity Assessment deliverables typically include:

- A detailed "spend map" showing procurement spend by category and location / Business Unit
- A detailed sourcing execution plan, based on a fact-based assessment of current procurement practices in each category
- A benchmarking against Efficio's Elements of Procurement Effectiveness framework
- A clear business case for the way forward (savings, consulting fees, ROI)

### Strategic Sourcing Execution

We help our clients to deliver successful strategic sourcing cost reduction programs.

Our approach to Strategic Sourcing and Supplier Relationship Management (SRM) includes the following:

- Cross-functional, mixed client-Efficio teams backed by a structured governance mechanism
- A primary focus on business / stakeholder engagement at all levels
- Application of our structured and stakeholder-intensive Strategic Sourcing and Supplier Relationship Management process
- Employing an advanced set of sourcing levers across all direct and indirect spend areas – including design-to-cost, specification optimisation, demand management, low cost country sourcing, e-sourcing and outsourcing, where applicable
- Delivering measurable savings that can be traced to the bottom line

### People and Process Development

Our clients look to us not only to deliver savings, but to help them to truly transform their procurement functions through step-change improvements in their procurement organisation, people, processes and skills.

Typically part of a wider procurement transformation program, a People and Process improvement initiative could contain the following:

- Procurement organisation (re)design
- Procurement team up-skilling & training
- Purchase-to-Pay process redesign
- Payables policy improvement / working capital improvement
- Procurement information technology strategy and implementation

### Procurement Transformation

We help our clients to fundamentally transform their procurement functions while delivering large-scale cost reductions to their businesses.

A typical Transformation Program would involve:

- A cross-functional strategic sourcing effort spanning all direct and indirect spend categories
- A parallel workstream building procurement capability for the future - people, processes and skills
- Sponsorship at Board level, with business-wide engagement and ownership
- A clear programme business case, with Efficio's fees linked directly to results

### Managed Procurement Services

Our Managed Procurement Services solution maximises our impact by implanting our expert resources into your organisation for the long term. A managed service solution is bespoke, designed with the client's specific needs in mind.

Typically it would involve:

- Implanting Efficio resources into your procurement team on a permanent or long term basis
- Efficio taking complete accountability of your strategic sourcing and category management processes, utilising both your existing resources and our implants
- Increased transfer of risk and accountability to Efficio
- A broad focus - encompassing sourcing and ongoing category management, and typically involving both direct and indirect spend areas
- Maximum savings, based on addressing all spend areas, and based on continuous improvement via ongoing SRM
- The option to TUPE your staff into an integrated team under Efficio employment, with enhanced alignment and reduced corporate headcount
- A flexible reward model with reward clearly linked to achievement and quality of delivery
- Full training and staff development to up-skill your existing team, aiding staff retention and engagement

**We are confident about what we can deliver and often tie our fees directly to the savings achieved. If you would like to know more about Efficio and how we can help your organisation, please contact us using the details below.**