



Delivering Tangible Results

Resultant benefits and efficiencies from using Redcap are many times the cost of the original consultancy, normally providing better than cost neutral by one to three fold.

A key feature of this consultancy approach is that the investment in our services is normally recovered in the same year. Clients are then able to create opportunities for implementing additional strategic and skill development programmes further enhancing their procurement transformation process.

Recent consultancy projects have delivered:-

Strategic Procurement review: A UK Police Force with a £20,000,000 expenditure retained Redcap to undertake a review of their organisation. Implementation of recommendations delivered a series of changes transforming their purchasing focus into a Strategic Procurement operation. The changes include all aspects from strategy to the delivery of quick wins and efficiency gains in processing user needs. The investment of £70,000 is delivering a three fold return.

A Supplier Relationship Management process: Working through an internet portal the client needed to extend their e-tendering registration process to manage commodity purchases by devolved users. Process requirement was to manage supplier selection and approval with minimal Central Procurement input. Redcap designed a process for supplier management which was programmed to integrate with the existing suite of e-procurement applications.

Total investment less than £25,000, to manage purchase value of £3,000,000 and deliver projected savings in excess of 5% in the first year, providing a six fold return on investment.

Collaborative Procurement: The review of two separate organisations' procurement functions to consider how greater efficiencies could be generated by amalgamating the departments. This change project proposed structural, role and location changes for both parties, as well as identifying significant benefits from amalgamating their expenditure and approach to the supply market. Substantial savings and efficiency gains were identified as well as the development of a highly professional operation for both organisations.

Redcap Associates is a leading European procurement consultancy working within the public and private sectors. Its consultancy team deliver effective procurement transformation assignments working with clients to enhance their operation and performance. The team provides high quality education and learning for professionals on either side of the commercial interface with a focus on redefining professional procurement skills and delivering excellence through achievement.

Redcap supports the aims of professional bodies including the Chartered Institute of Purchasing and Supply and the Chartered Institute of Public Finance and Accountancy, and encourages membership and continued professional development in these professional sectors.

If you require this brochure in adobe format, please contact info@redcapassociates.co.uk

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Consultancy

Clients who work with Redcap find they benefit by significantly improving efficiency of their procurement operations and delivering direct gains against their targets.

Consultancy can either be used in the initial stage of a transformation process or as a stand alone project to address a specific need. Redcap consultants engaged on projects work closely with client team members ensuring effective transfer of skills and client ownership of the process. This approach assists the culture of lasting change often required to transform current operations and thinking.

Our team are experienced senior managers and consultants from a range of sectors. Combining business and consulting experience they derive the maximum benefit for increasing effectiveness in a client's procurement operation with advantages to the wider organisation. Their business skills have been developed from a wide spectrum of business sectors within Pan European and Global supply environments.

Recent consultancy projects have included the following transformation processes;

Change Management
Commodity Analysis
Efficiency reviews
EU Procurement Advice
Inter Organisation
Collaborative Procurement
Interim Management Support

Organisational Benchmarking
Policy and Procedure Development
Procurement Card Implementation
Procurement Efficiency Reviews
Procurement Health-checks
Procurement Organisation Implementation
Procurement Strategy Development
Project Management
Project Negotiation
Quick Win Identification & benefits delivery
SME Engagement
Strategic Procurement Reviews
Supplier Relationship Management
Supply Base Analysis and Rationalisation
Supply Base Mapping
Supply Chain Reviews
Tender Management
User Requirement & Specification Assessment

