

# Driving Cost Reduction

## Redcap Associates Ltd

In the current economic climate "Cost Reduction" is a key driver for public and private sector business. With the Government Strategy focusing on reducing cost by up to 40% all businesses will be affected and need to respond with their own Cost Reduction strategy.

This workshop brings the focus on what is bought. With organisations spending up to 80% of their sales revenue with external organisations, the focus on cost is crucial.

During the workshop we explore various approaches to reduce the cost of supply of bought in goods and services that may be used to influence internal customers as well as the supply market.

---

### Who should attend?

Procurement Managers, Category Managers and senior staff responsible for reducing bought-in costs.

---

### Programme Content

- The driving imperative for cost reduction
- Cost reduction is not just a procurement exercise
- Cost vs. Price - where should you focus?
- Understanding what is bought
- Power and Influence in supply markets
- Internal marketing
- Techniques for reducing costs
  - Aggregation
  - Collaboration
  - Category Management
  - Outsourcing
  - Review Demand
  - Review Supply Market
  - Negotiation
  - The "Famous" Letter
- Supplier relationships
- Developing a Personal Action Plan



#### Redcap Associates Ltd

Norse House  
2 Ardney Rise  
Norwich  
NR3 3QH

#### Contact

+44(0) 1603 401363  
sbetts@redcapassociates.co.uk  
www.redcapassociates.co.uk

---

**Duration: 1 Day**

---