



Case study - Implementing Management

Top-100 University implements Category Management, supporting the team with process, toolkit and training

Client

A world top-100 university and number one in the UK for student satisfaction in the 2014-15 Times Higher Student Experience Survey.

New Head of Procurement implementing Category Management in order to drive benefits.

Approach

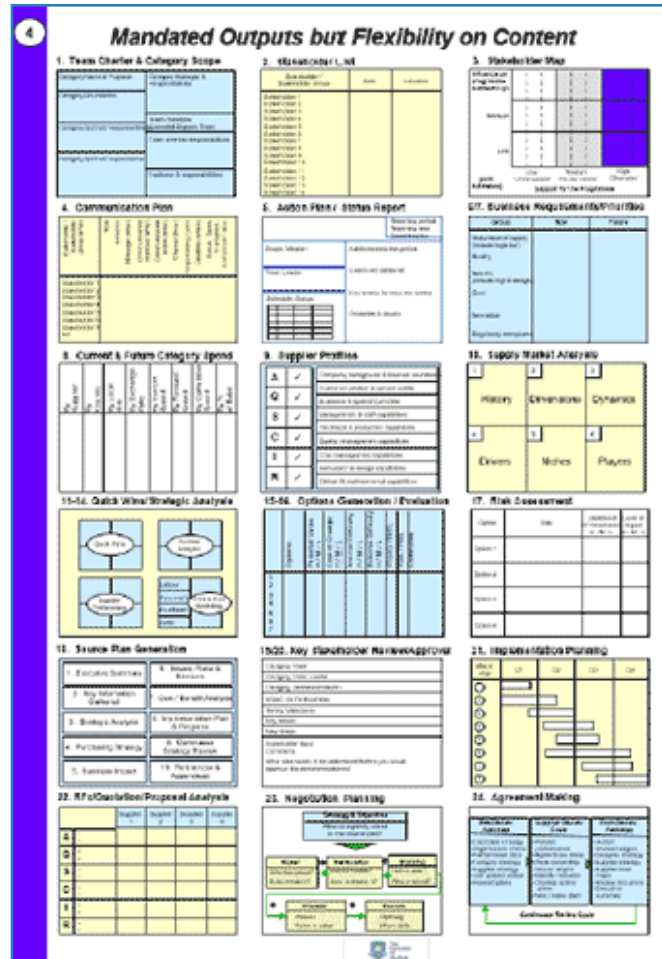
- Analysed existing structure and team to define optimum approach
- Developed bespoke category management process for the University to take into account context, culture and sector requirements
- Developed a specific category management toolkit
- Delivered a series of category management training modules.

Identifying savings | Delivering savings | Maintaining savings

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Results

- Bespoke category management process, aligned to culture, context and sector requirements
- Bespoke category management toolkit
- Training events
- Upskilled and motivated procurement team



We are specialists in procurement cost reduction. Our consultants work closely with all kinds of organisations to improve their profitability through identifying, delivering and maintaining savings in procurement expenditure. A relentless focus on bottom-line results combined with our deep supply-market knowledge ensures that spend is optimised – and stays optimised.

- Our team has achieved over £20m in savings
- Projects are self-funding with no risk for clients
- We work closely with your people to embed best practice
- Our unique spend intelligence service ensures ongoing savings

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