



Case study - Procurement Improvement in Fashion Retail

Contemporary women's fashion clothing, shoes and accessories retailer targets rapid profit improvement through improved procurement

Client

Leading UK women's high street fashion retailer with over 125 outlets in the UK, US and UAE. Private equity owner and new management team looking to reverse declining profitability.

The project objective was to identify cost reduction opportunities through improved procurement.

Approach

Spend Analysis of all supplier expenditure to identify, categorise and analyse direct spend (Goods For Resale), indirect spend (Goods Not For Resale)

Review of key category suppliers, supply markets and sourcing regions

Review of Goods For Resale sourcing process

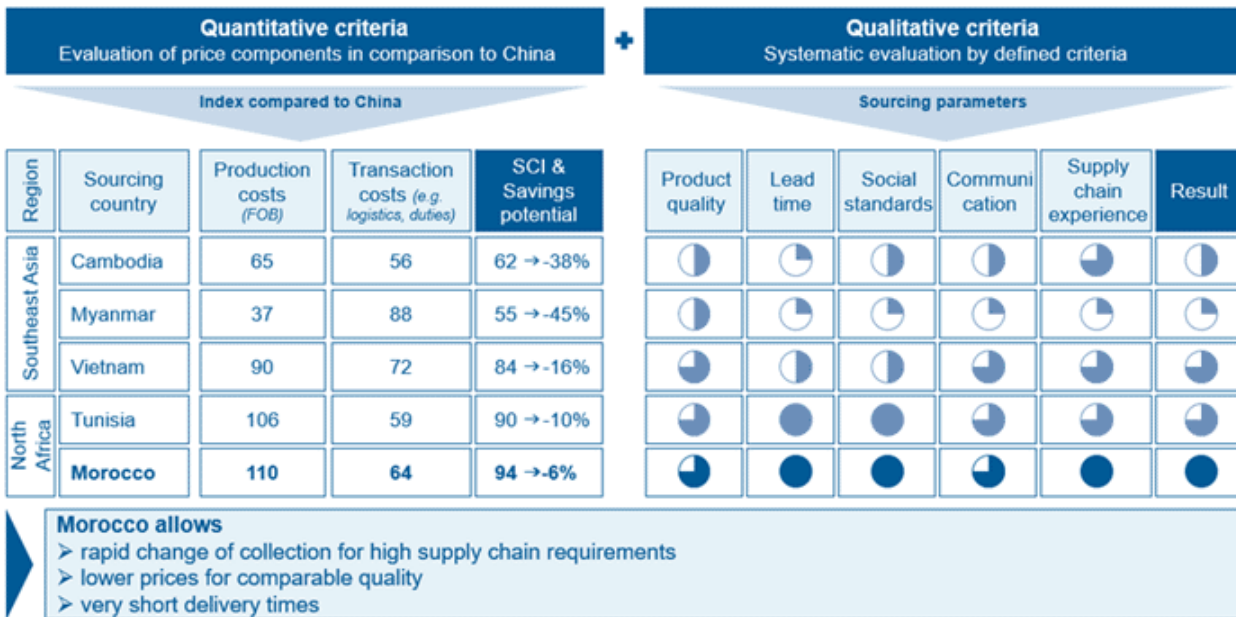
Opportunity Assessment to identify procurement improvement and cost reduction opportunities for each category of direct and indirect spend.

Identifying savings | Delivering savings | Maintaining savings

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Results

- Identified 6 “Quick Win” negotiations for Indirect Spend
- Identified further Indirect Spend categories for cost reduction through strategic sourcing
- Recommended improvements to sourcing process for Goods For Resale categories



- Identified total savings opportunity of £1.2 to £2.1m

- 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