

**SUPPLY-SIDE**

Supplier & Contract Optimisation	Use of Market Competition	Benchmarking	Geographic & Network Optimisation	Supply Chain Optimisation	Capability Improvement	Enhanced KPIs & Performance Management	Clear SRM Structures	Category Strategy
Competitive Tendering	Commodity Risk Management	Cost & Price Analysis	Commodity Trend Analysis	Open Cost Modelling	Governance & Vendor Mgmt	Make vs Bu inc Vertical Integration	Value Mapping	Next Generation Technology & Supp. Innovation

**Manage**  
"Control and Reduce price"

**Optimise**  
"Take cost out"

**Reimagine**  
"Disrupt & Transform"

**DEMAND-SIDE**

Reporting spend tracking	Capability Review & Assessment	RACI Development	Skills Mapping	Stakeholder Alignment	Forecasting Process & Order Frequency	S2P & P2P Process Optimisation	Product Re-design	Business Process Re-engineering
Scheduled Spend Analysis	Authorisation Level Policy	Supplier Sourcing Process	Demand Management	Specification Review	TCO Analysis	Continuous Improvement	Value Eng. & Lean Programmes	Collaborative Cost Reduction