

## PROCUREMENT TRANSFORMATION PRACTICE

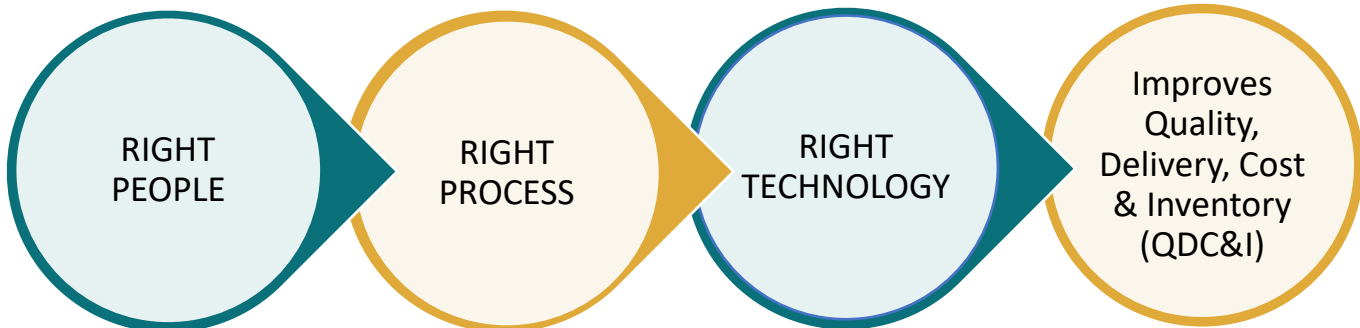
Unleash the Power of Procurement™

We provide expert guidance and best practice processes to transform Procurement from a tactical, under-performing back-office function to a strategic business partner, that delivers consistent margin expansion, reduced supply chain risk, and improved supplier performance. At Lean Focus, we are seasoned, hands-on practitioners that have held top leadership Procurement positions in world-class companies. We have global experience covering direct & indirect spend categories across a diverse set of industries. We utilize a hands-on approach to execute Procurement Transformation side-by-side with the Buyer all the way to the C-suite. We possess the strategic procurement expertise to deliver untapped value in your supply chain.

IDENTIFY & REDUCE  
SUPPLY CHAIN RISK

ACCELERATE PROCUREMENT  
IN-YEAR SAVINGS

IMPROVE QUALITY,  
COST & DELIVERY



### SUPPLY CONTINUITY

- Risk Management
- Supply Disruption Contingency Planning
- Spend Visibility & Analysis
- Spend Under Management
- Supplier Performance Improvement

### MARGIN EXPANSION

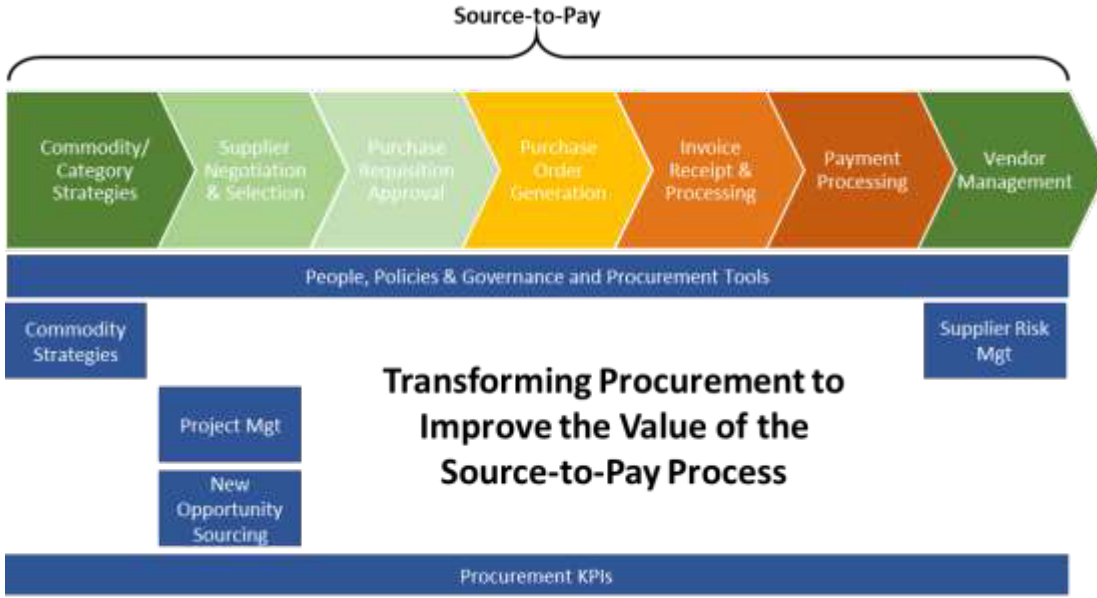
- Procurement Policies & Governance
- Commodity Strategies
- Performance KPIs
- Project Management Process
- New Opportunity Sourcing Engagement

### WORKING CAPITAL

- Inventory Reduction
- Payables Improvement
- Supplier Lead-time Reduction
- P card Payment Program



# SOURCE-TO-PAY VALUE STREAM APPROACH



## INDUSTRY EXPERIENCE

Global leaders in a wide variety of industries. Our clients include some of the world's most respected brands and several members of the Fortune 1000.

## PROCUREMENT TRANSFORMATION MODEL

<p><b>PEOPLE</b> Strategic/Tactical functionalized teams with strong communication, proper training and professional development</p>	<p><b>PERFORMANCE KPIs</b> Procurement KPIs established, tracked/reviewed on a regular basis that align with the enterprise goals</p>
<p><b>POLICIES &amp; GOVERNANCE</b> Documented policies that include clear rules, roles and responsibilities that the enterprise adheres to</p>	<p><b>PROCUREMENT TOOLS</b> Comprehensive tools providing spend visibility, negotiation leverage, payment terms extension and supplier risk/quality assessments</p>
<p><b>COMMODITY STRATEGIES</b> Strategies for all spend that are followed by all functional areas within the enterprise</p>	<p><b>PROJECT MANAGEMENT</b> Cross-functional workshop/management process that identifies/implements supplier projects impacting Q, D, I &amp; C.</p>
<p><b>NEW OPPORTUNITY SOURCING</b> Process to engage procurement; involved at the time of conception phase of new product development CAPEX projects and Acquisition</p>	<p><b>SUPPLIER RISK MANAGEMENT</b> Regularly reviews top/critical supplier risk, creating mitigation strategies &amp; disaster recovery plans</p>



- Aerospace
- Automotive
- Consumer Brands
- Distribution
- Industrial
- Materials
- Medical Devices
- Packaging
- Private Equity
- Professional Services
- Technology



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