

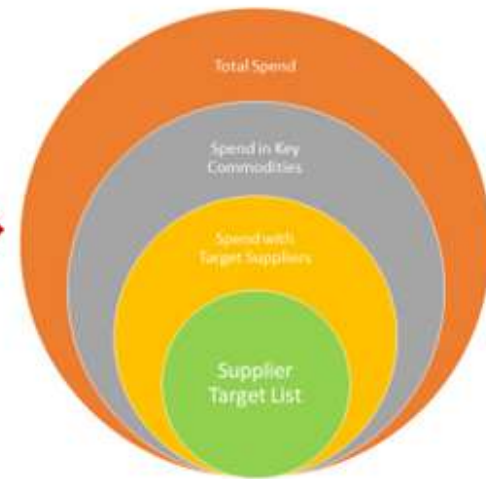
PROCUREMENT FUNNEL BOOT CAMP

Unlock Cost Savings

Enhance Supplier Relationships

Streamline Sourcing Strategies

Improve Negotiation Skills



6-step process optimizes procurement and sourcing for improved cost-efficiency and supplier relationships:

1. **Supplier ABC Analysis...***Where do we spend the most money?*
2. **Commodity Analysis...***What's been the recent trend in input costs?*
3. **Supplier Assessment...***How good are our top suppliers?*
4. **Sourcing Target List...***Where are we going to focus sourcing efforts?*
5. **Negotiation Script...***What is the process and expected pushback?*
6. **Key Action Tracker...***Who is going to do what and by when?*



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SUPPLY CHAIN
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PROCUREMENT FUNNEL BOOT CAMP

Boost your bottom line....wisely



During a conventional sourcing event, buyers frequently attempt to cut costs by selecting unfamiliar suppliers offering the lowest per-unit prices.

In contrast, within a Procurement Funnel Boot Camp, the team will thoroughly evaluate expenditures, commodities, and supplier options to formulate sourcing strategies that consider the comprehensive cost of ownership. This approach includes an assessment of:

- Viability
- Quality
- Delivery
- Inventory
- Risk
- Cost

This comprehensive evaluation ensures that savings are achieved while considering various critical factors beyond just the initial price.

Supplier	Commodity	Ann. Spend	Payment Terms	% Commodity	S	Q	D	I	C	T	Target %
US Supplier A	Steel	\$ 2,597,781	30	52%					6.9%		
China Supplier B	Steel	\$ 1,785,974	60	26%					6.2%		
US Supplier C	Metal Fab	\$ 1,623,613	45	27%					10.0%		
Japanese Supplier D	Plastics	\$ 464,000	40	36%					0.6%		

Establish achievable savings targets by analyzing recent price trends.

REQUEST A CONSULT:
INFO@LEANFOCUS.COM

How do I get started?

Schedule a Procurement Funnel Boot Camp

Initiate the journey towards a transformative procurement experience. Reach out to us today to arrange a consultation and unveil the potential for optimizing supplier expenditures, ultimately boosting your organization's profitability.



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