



Design and implementation of a procurement function in a Public Administration

Client

A new regulation is being required for public companies and government administrations. As a result, these organizations must modify their purchasing/tendering procedures. This new regulation encourages the government administrations to not only focus on the legal aspect of the transactions but also on the economical benefits. In that context, Buy.O was asked to assist a public company to perform an internal analysis and to develop and implement procurement procedures to improve the purchasing performance of that organization.

Buy.O's strategy

The mission started with a thorough analysis of the contracts and purchase orders of the various departments. At this stage, our team of consultants used our consolidation tools to map all contracts across the organization, according to their economic or legal impacts.

Subsequently, Buy.O consultants developed new purchasing processes and procedures to improve the organization of internal resources. This was critical in supporting the alignment of the purchasing strategy with the global company's strategy.

Finally, following the spend analysis, we identified several possibilities for savings and improved performance based on three axis:

- Consolidate the requirements to globalize some contracts
- Implement monitoring and reporting tools to improve suppliers performance and to control spend
- Identify negotiations levers for current tenders

Outcomes

As a result of the implementation of well structured processes and procedures, the public company optimized its internal organization and professionalized its procurement departments. The consolidation of the requirements led to an average of 5% savings. The implementation of the purchasing best practices, while following regulations, led to 10% cost reductions in average.

About Buy.O

Buy.O, is an international consulting company fully dedicated to procurement. We reveal and boost company's performance through procurement excellence. Our large service offering structured around 3 major topics - Procurement Strategies, Procurement Transformation, Procurement Operational Projects - helps our customers to create, develop and transform their procurement and supply chain function.

Buy.O's missions cover a large diversity of business sectors. Our clients either belong to international groups, mid size companies or organization from the public sector. We are able to support any of our customers everywhere in the world (Asia – America – Africa - Europe).

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