

Latest information regarding the  
**B2E Procurement Service**  
Offering



# PROCUREMENT

A strategic function working to improve an organisation's profitability

**Lead Principal: Stephen Green**

# PROCUREMENT OVERVIEW

Many decisions taken by all departments in an organisation have a procurement implication that can impact on the overall cost of carrying out the decision.

Procurement is a strategic function working to improve an organisation's profitability. Successful implementation can help to streamline processes, reduce raw material prices and costs, and identifying better sources of supply of both goods and services.

B2E can help organisations meet their strategic roles ranging from but not limited to profit improvement, achieving savings targets, performance improvements and risk mitigation.

## TYPICAL CHALLENGES

Competitiveness can be lost through poor investment in technology and or sub-optimal selection and management of third parties. With brand scrutiny at an all-time high the risk of neglecting your procurement activity should not be underestimated.

**We recognise organisations face the following procurement challenges:**

- Attracting and retaining the right procurement expertise
- Building and sustaining a strong business and customer focus
- Data Analytics
- Reduction/elimination of risk (GDPR, Modern Slavery, Supply chain risk etc)
- Supplier Relationship Management
- The need to streamline and automate processes



# UNIQUE SOLUTIONS

B2E Consulting has a wealth of Procurement and Supply Chain Management expertise gained over many years of working with Blue Chip companies on important and transformational programmes.

Our consultants have experience right across the procurement lifecycle, from strategy to execution to manage. This ensures we fully understand the client's goals, content and context.

**Service Offerings at B2E Consulting are supported by our community of over 20,000 high calibre, expert consultants.**

We usually expect to partner with a client to develop a procurement strategy that will be truly effective, different and memorable whilst leveraging our unique business model to ensure quality and value for money.

Our scale means that we are able to build teams of genuine Procurement experts, usually with more than 10 years relevant experience, to help support client initiatives.



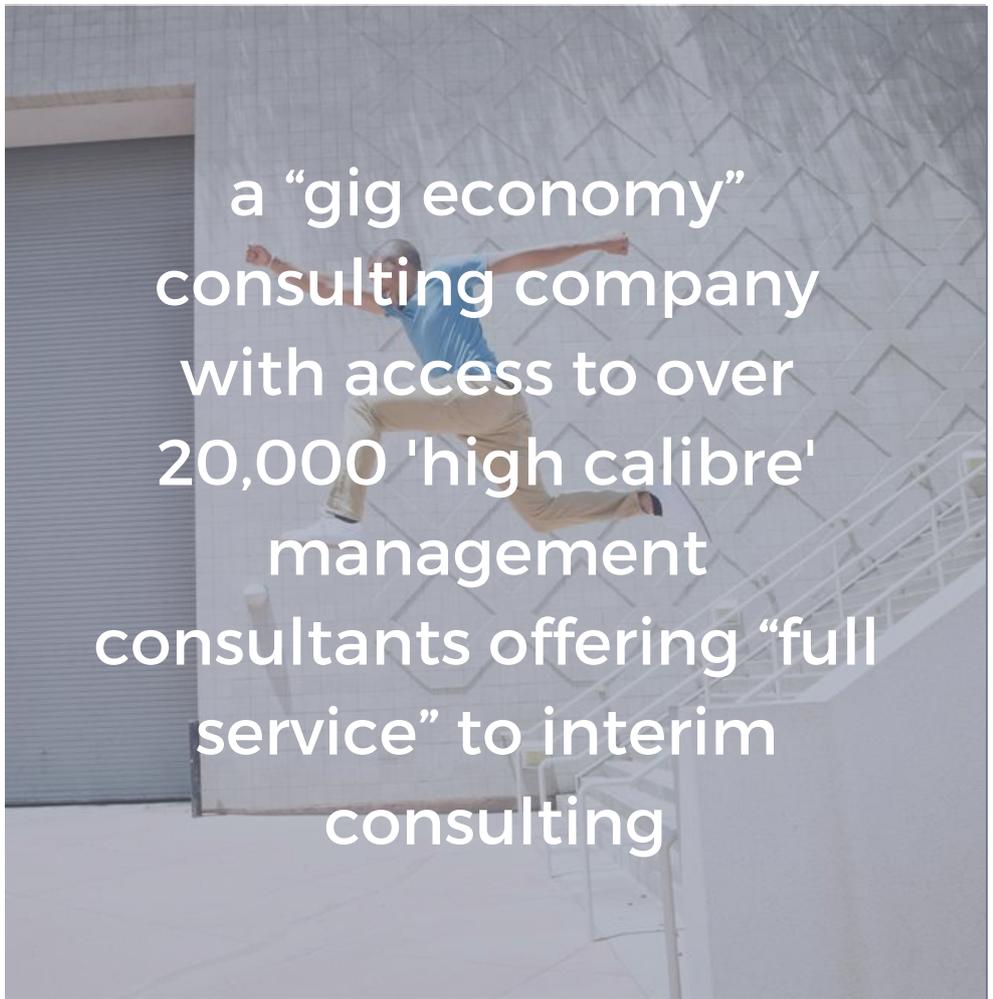
Stephen Green is the B2E Consulting Principal leading the Procurement Offering. He is a dedicated, enthusiastic, tenacious procurement and contract management

professional with over 25 years experience. Organisations include Bank of England, FCA and HMRC.

Stephen is fully conversant with the benefits of having robust but proportionate procurement processes; he has achieved substantial savings throughout his career across a range of commodities and has a working style that pays particular attention to risk and building long term relationships with both internal and external stakeholders.



**CONSULTING**  
FUELLING TRANSFORMATION. POWERED BY EXPERTS



a “gig economy”  
consulting company  
with access to over  
20,000 'high calibre'  
management  
consultants offering “full  
service” to interim  
consulting

## Why B2E?

1. Immediate access to quality consultants at significantly lower cost
2. Specialist delivery through a consulting community of >20,000 experts
3. We understand transformation - our B2E team share >200 years top tier consultancy experience

The majority of our  
B2E Community  
have come from the  
top 10 global  
consultancy firms



>50%

B2E Community has  
'Financial Services' experience.  
(>10,000 Consultants)

Since 2002, our  
Consultants have  
worked on ~700  
business  
transformation  
assignments across a  
range of areas,  
technologies and  
business challenges