

CATEGORY MANAGEMENT

REDUCE SUPPLY BASE COST AND RISK, CAPTURE INNOVATION AND VALUE

Category Management is a powerful approach to strategic procurement. It focuses on working with your organization's key areas of spend to secure added value. When implemented effectively, this approach can build significant competitive advantage, deliver dramatic cost reduction and the value and innovation required for business success.

We can help you achieve a world-class Category Management implementation using our industry-leading 5i[®] methodology. We can help you identify or segment your categories and prioritize opportunities. Experienced procurement practitioners provide the knowledge, practical skills and business processes needed to transform the way your organization buys goods and services. Our training combines advanced learning methods to develop 5i capability across your team.



THE UNIQUE 5I METHODOLOGY

This stage-based approach uses best-practice procurement, business improvement and change management theory, and has been proven to deliver results in organizations around the globe.

THE 5I APPROACH

5i Category Management process and tools can be deployed through our intelligent digital platform, or as a suite of resources licensed for use on your own systems; either as standard, or customized in your own branding.

1 INITIATION

Scope the purchasing category opportunity, engage with the organization and mobilize a cross-functional team, determine our power position and shape our requirements.

2 INSIGHT

Deep dive data gathering and strategic analysis around the supply base, the supply market, price and cost, internal needs and the external environment, to determine strategic direction.

3 INNOVATION

Explore potential sourcing options, identify the optimum high-impact sourcing strategy for the category and secure agreement from the wider organization.

4 IMPLEMENTATION

Scope the purchasing category opportunity, engage with the organization and mobilize a cross-functional team, determine our power position and shape our requirements.

5 IMPROVEMENT

Supplier Relationship Management and ongoing improvement for the category.

MAKE PROCUREMENT A STRATEGIC CONTRIBUTOR TO BUSINESS SUCCESS

MAKING IT HAPPEN

Toolkits and Resources

- **Full 5i® Process and Resources Suite**
Licensed for use in your organization on your corporate systems, either as standard, or customized and branded for you.
- **Procleus®-enabling Category Management**
The complete online strategic procurement academy, toolkit and resource centre for purchasing professionals.
- **Corporate Academy**
Built on our Procleus platform, the corporate academy is a fully customized 'branded for you', online category management process, resources and digital learning platform.
- **Transformation and Governance**
Initial diagnostic and transformation roadmap to implement 5i Category Management and set up the required governance.
- **Competency Assessment**
Assess and baseline your teams readiness and capability for category management and measure improvements.
- **Category Segmentation and Opportunity Analysis Workshop**
A facilitated 1- or 2-day workshop to identify and prioritize the categories your organization will pursue.
- **Category Management in Purchasing book by Jonathan O'Brien**
A comprehensive guide to strategic category management, providing a step-by-step process to its implementation and use, and enabling you to deliver value and cost savings when purchasing.

Training Courses

Our in-house training provides high-impact, inspirational learning for your purchasing or procurement team. Our renowned trainers are renowned experts in their field, with personal experience gained from practicing procurement for leading brand organizations around the world.

Training course options:

- **Category Management 3-Day**
Our most popular course, covering the 5i Category Management process in depth.
- **Category Management 2-Day Intensive**
An intensive course structured around the early stages of the 5i Category Management process.
- **Category Management 1-Day Introduction**
Aimed at stakeholders or individuals who are coming into contact with category management programs and need a general awareness.
- **Category Management Half-Day Executive**
A specialist course designed for senior management and executive teams in companies using, or considering implementing, a category management process.

Packages

A complete package of training and resources to effect a quality implementation of Category Management in a small- or medium-sized procurement team.

The Package includes:

- 3-Day Category Management training course
- One year's subscription to the Procleus Strategic Procurement Academy and Toolkit for all delegates
- Category Management governance workshop and set-up pack
- Copies of Category Management in Purchasing book by Jonathan O'Brien for all delegates.

Three package options to suit teams of different sizes:

- Venture Package - up to 10 people
- Enterprise 1 Package - 11-20 people
- Enterprise 2 Package - 21-40 people