

procure on demand

Procurement: Delivered

A FRESH APPROACH TO PROVIDING PROCUREMENT SERVICES

We're not consultants and we're not a recruitment agency. We're your procurement colleagues and we're here to help.

Our exceptional team will deliver procurement services and assignments for you, on demand.

Large or small, simple or complex.



WHAT MAKES US UNIQUE

Our People

We provide instant access to a pre-qualified team, hand-picked from the very best of the profession, at all job levels.

Unlike recruitment companies, we have CPOs and Heads Of Procurement who rigorously pre-screen, assess and interview all members of our team. We don't just place interims and leave them to it. We'll ensure that our team performs.

Whoever leads your assignment will also have access to a wide support team of functional experts off-site.

Our Model

Members of our team will co-locate with you where this works best; but we can also deliver some tasks remotely to save time and money.

Managing work efficiently through an agile team means that we will always beat the cost of traditional interim procurement services and deliver results for you much faster.

IR 35 will not apply to our work and we will unconditionally underwrite any IR35 risk for you (in both the public & private sector). There will be no uplift on rates or reduction in talent as a result of taxation reform under our delivery model. We can help you with continuity of existing resources where this is important to you.

Our Price

We can charge for time but, if you wish, instead of day rates, we're happy to charge you a more competitive fixed price against guaranteed, high-quality outcomes; not for hours worked at your risk.

We don't want to sell you a computer system or a new operating model. We want to sell you results.

Those results will be delivered by excellent people with a great track record and solid reputation in the procurement world.

BETTER PERFORMANCE, BETTER RELATIONSHIPS, LOWER COSTS

WHAT WE DO

Having been employed in procurement within challenging businesses for many years, there was always one problem that we faced when someone left unexpectedly, the business grew rapidly or things had to be accelerated.

We couldn't get things done without either employing interim contractors through agencies (without the agencies taking on performance risk) or commissioning consultancy companies (who usually want to sell you longer term procurement transformation and new systems or processes).

Both of these options also usually involve a lengthy interview process with inconsistent results, despite the fees involved.

So we created another option.

**procure on
demand**
Procurement Tasks: Delivered

“Through an exceptional team, we complete procurement tasks for you, large or small, on demand”.

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POD DELIVERED A FIRST CLASS END-TO-END SOURCING SOLUTION FOR ONE OF OUR IN-DIRECT CATEGORIES WHEN MY CATEGORY MANAGER RESIGNED UNEXPECTEDLY

— HEAD OF PROCUREMENT, MANUFACTURING



CHOICES

Sometimes it's necessary to supplement your team by bringing in additional dedicated individuals to sit within your organisation as interims, on your premises, paid on a time-bound basis.

We understand that.

Stakeholders, clearances and business complexity are all common reasons why we do this when someone leaves, or the business has a new requirement. If this is important, we can ensure that you get that type of service.

But let us challenge some of the myths and legends, let us offer you an alternative.

A higher quality, better value alternative with an exceptional focus on your stakeholder group.



TRADITION

There's nothing wrong with tradition. Hiring interims and using consultants is commonplace. If paying day rates for high quality people is what you need, for all the right reasons, we can provide this.

But we will always offer you an alternative experience as well. Our profession is advancing, our attitudes are broadening and our workforce is becoming ultra-mobile. Let's lead the way.



THE FUTURE

The future of bought-in procurement support services will be based around fixed prices for quality outcomes, not day rates.

If your urgent procurement needs can be defined into tasks or objectives, rather than being linked to a single person, these can be completed quicker using a vast pool of talented, qualified professionals under our experienced management and your direction.

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WE WERE SURE THAT WE NEEDED A DEDICATED INTERIM, UNTIL WE TALKED TO THE TEAM AT PoD. THEY GAVE US A FIXED PRICE TO DELIVER THE WORK, A NOMINATED PROJECT LEAD WHO WAS GIVEN OUR IT EQUIPMENT AND WE PAID THEM AGAINST OUTCOMES. THEY WERE FANTASTIC WITH OUR STAKEHOLDERS AND EVERYTHING WORKED SEAMLESSLY

— CPO, AEROSPACE INDUSTRY



TAILORED TO YOU

Here are some examples of the type of procurement and supply chain activities that we deliver, on demand. All of which we can pick up at any stage in the process, whether operational or strategic, large or small.

We have access to resources with a track record of experience in most market sectors and we can work on your premises, remotely or a combination of both.



PROCUREMENT

- Single or multiple package tendering programmes
- Operational procurement
- Direct & In-direct procurement across most sectors
- Sourcing
- Negotiation
- Contracting
- Major outsourcing
- Significant procurements
- Capital expenditure



SUPPORT SERVICES

- Supplier Performance Improvement programmes
- Procurement skills, competency frameworks & development. Coaching programmes
- Cash strategies, payables and reverse factoring
- Supplier dispute resolution



CATEGORY MANAGEMENT

- Category Management and Strategic Sourcing
- Sourcing exercises: global, national or regional
- Re-procurement of any in-direct categories of spend across all market sectors



COMPLIANCE

- General Data Protection Regulations (GDPR) Accreditation programmes
- Addressing the risks of Modern Slavery
- Sustainable Procurement
- Data security

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WE WERE FIRST INTRODUCED TO PoD AS PART OF A MAJOR PROCUREMENT PROGRAMME. NOW WE USE THE TEAM FOR ALL SORTS OF SUPPORT WORK. OUR MODERN SLAVERY STRATEGY WAS FLAGGING, SO WE CALLED THEM AND THEY MOVED IT FORWARD FOR US VERY QUICKLY. I MET MY BOARD DEADLINE AND PAID A FAIR AND FIXED PRICE FOR THE WORK. THEY BROUGHT BEST PRACTICE IDEAS FROM OTHER SECTORS. WE ALSO SEND THEM DATA PROJECTS AT SHORT NOTICE NOW AND AGAIN.

— CATEGORY DIRECTOR, HOSPITALITY SECTOR

YOUR TRUSTED COLLEAGUES

We are not consultants. We are not a recruitment agency.

We are a delivery organisation focused on procurement results and quality outcomes.

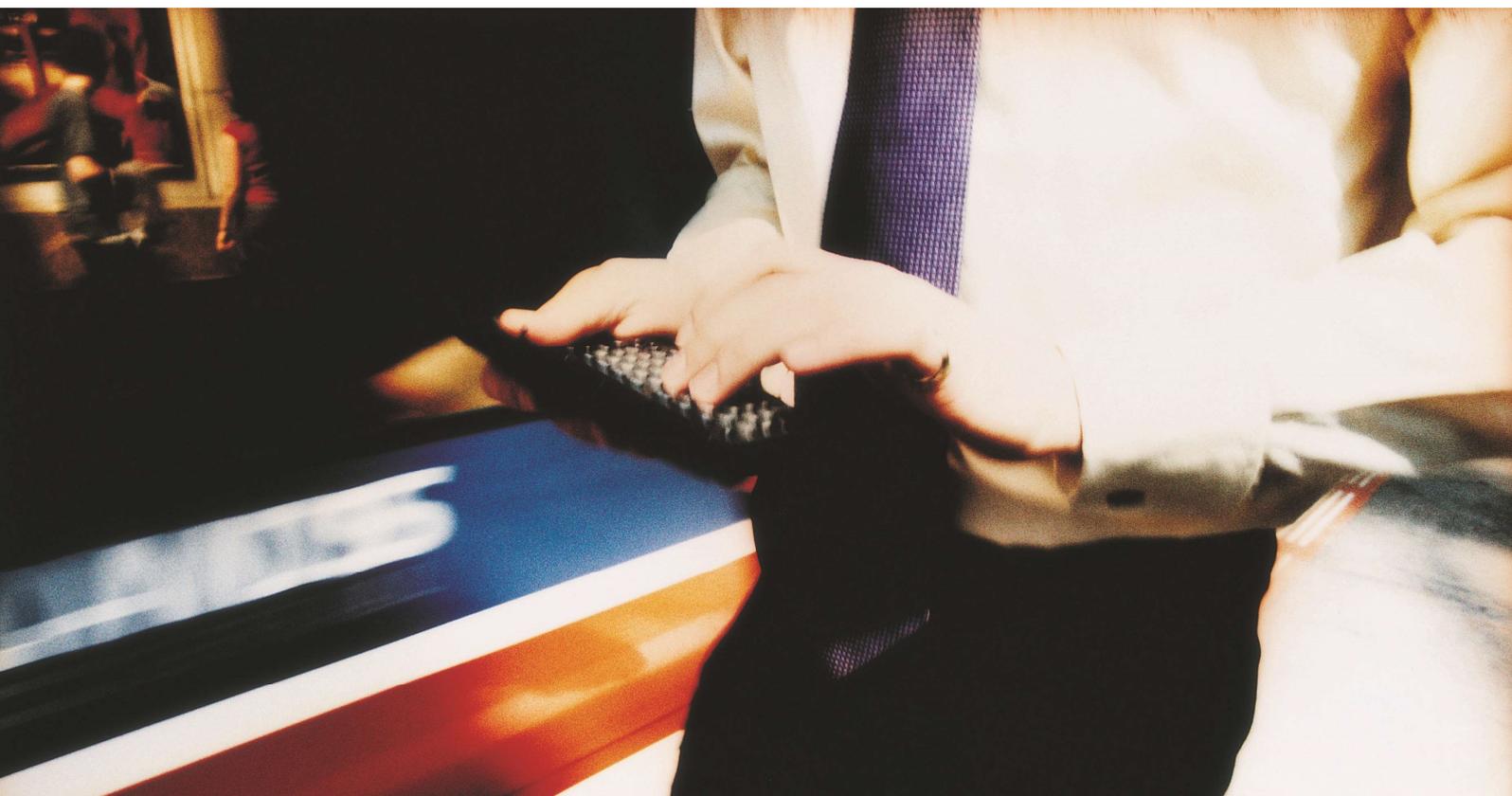
We employ the best people in the procurement industry, all of which have pre-qualified under rigorous assessment; all having an established track record of delivering first-class results for demanding customers.

They are a combination of part-time and full-time specialists to support your needs which means that, if you need someone co-located with you full-time, we can provide it, OR, if you don't, we can offer fixed prices at unbeatable value by running activities through our team remotely.

As well as an experienced full-time core team, we use a large pre-assessed network of part time staff. These range from analysts and administrators through to Procurement Managers, Category Managers and CPOs. Offering work through a wider group of specialists off-site means that we can beat the cost of any interim assignment and access a wider pool of first class people.

Our dedicated management structure guarantees consistency and performance.

This also means that we are able to react to smaller, urgent requirements as well as big projects.



WORKING WITH YOU

We will take responsibility for the completion of all objectives and you pay us in stages, once you are satisfied that the agreed deliverables have been met.

All stakeholder engagement will happen seamlessly and any meetings required will be attended by a consistent nominated lead, as you would typically expect.

We don't expect you to interview your support team (unless you want to) but we can arrange for key members of the team to meet you and to summarise their key experience and competencies.

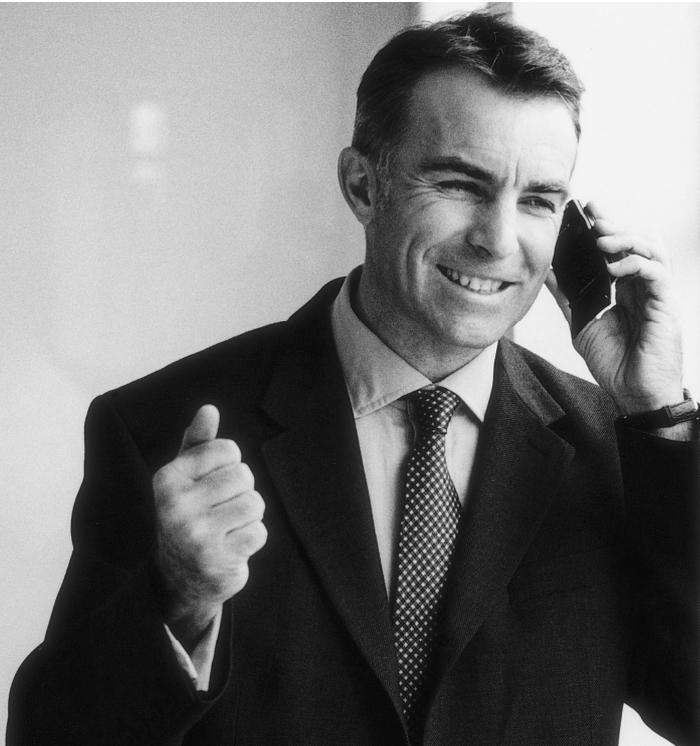
Removing interviews from this stage of the process helps us to save time and money. Having our own team of experienced managers helps us to ensure that tasks are completed to an exceptional standard.

You will always have a single nominated lead whom will represent your company, use your IT systems/equipment where needed and go through any necessary clearances.

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IT DAWNED ON ME WHEN SPEAKING TO THE TEAM AT PoD...I WOULDN'T DREAM OF PAYING MY BUILDER AT HOME FOR HOW LONG IT TOOK HIM TO BUILD MY EXTENSION, I'D PAY HIM A FIXED PRICE AGAINST AN AGREED OUTCOME OR SPEC TO GIVE ME PRICE CERTAINTY AND TO AVOID BEING EXPLOITED. SO WHY WAS I PAYING PROCUREMENT AGENCIES AND INTERIMS THAT WAY?

— GLOBAL SOURCING DIRECTOR, PHARMACEUTICALS



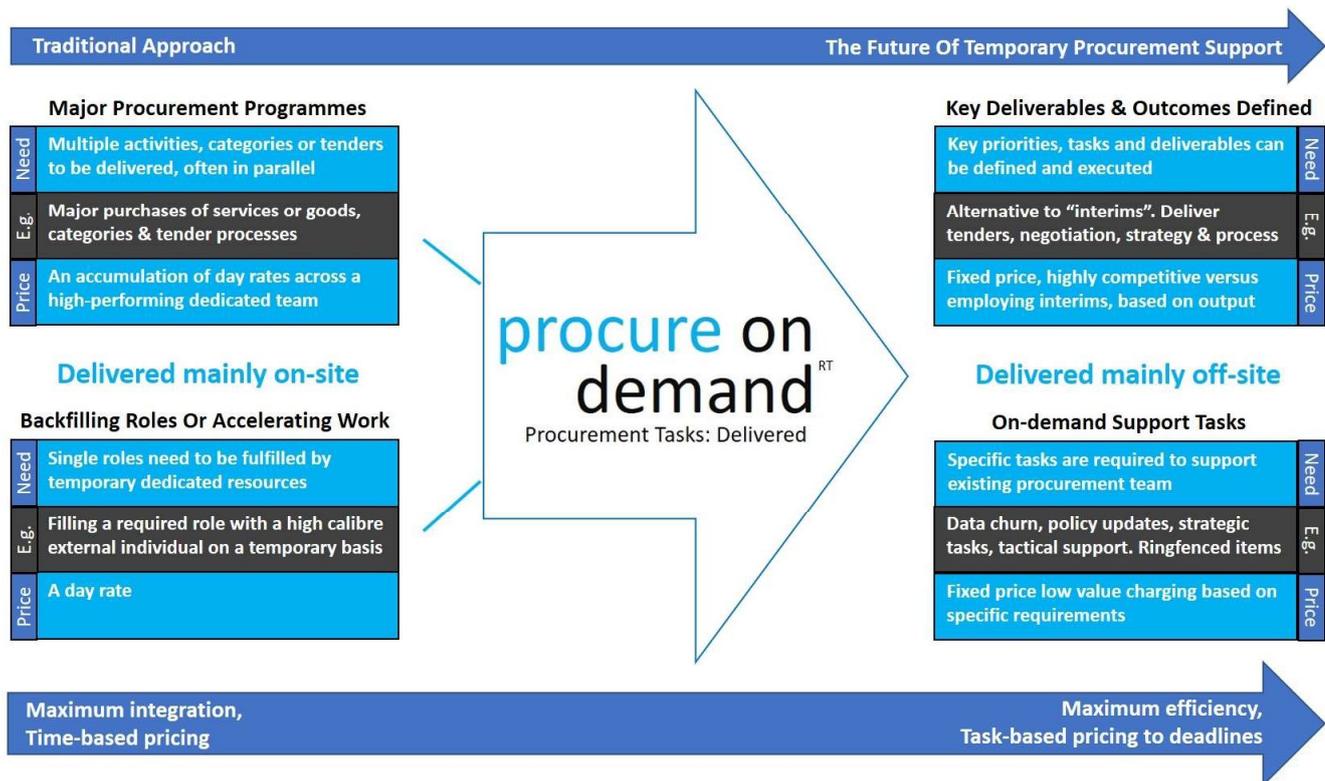
SERVICE DELIVERY OPTIONS

The common delivery method for procurement support services, in industry, is generally reflected in the left hand boxes of the following diagram.

At PoD, we also offer an alternative, in addition to this, reflected in the right hand boxes. For requirements which are either significant to the organisation strategically (major programmes) or significant to the team tactically (reactive support tasks) we can provide solutions, on demand.

By moving away from a permanent on-site presence within your team, we can bring increased efficiency, lower costs, better quality and a broader range of external competencies together to deliver your procurement needs.

Our 4 Delivery Options



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IT WAS REFRESHING TO TALK TO LIKE-MINDED PROCUREMENT PEOPLE WHO GENUINELY WANTED TO HELP. ON SOME ASSIGNMENTS WE STUCK WITH THE TRADITIONAL APPROACH BUT ON MOST WE WERE ABLE TO THINK DIFFERENTLY ABOUT WHAT WE WANTED AND HOW IT COULD BE DELIVERED.

— GROUP CPO, AUTOMOTIVE

WE CAN ALL MAKE A DIFFERENCE

We use a combination of directly employed staff, procurement professionals already employed, interims and colleagues not in full-time employment.

We have an extensive team of procurement professionals at hand with experience across the majority of market sectors:

- Analysts
- Buyers
- Senior Buyers
- Compliance & Process/Procedural Experts
- Sustainable Procurement Leads
- Category Managers, Lead Category Managers
- Procurement Managers
- Heads Of Procurement & Heads Of Category
- Leaders, Directors & CPOs

Some are employed by us, some are already employed by others but conduct specific activities for us and some have left full-time work to care for children or family members but have 20 hours a week spare to put to great use.

Welcome to the PoD family.



Attracting the best and brightest

Leadership



Fiona Clasp

Fiona is an accomplished and highly experienced executive leader specialising in key growth markets within the Business Services sector.

As an investor and advisor to Procure On Demand she takes a very active role in the strategic direction of the company and in fostering relationships with our key customers.

As a non-executive, Fiona also carries out key leadership advisory roles in the pharmaceutical and retail markets.

Fiona enjoys horse riding and yoga whenever she gets the opportunity to unwind!

Matt Stallard

Matt is an unpaid Director and voluntary advisor to the Board. He will take a more active role in its leadership from 1st May'18 when his current commitments draw to an end; whilst also carrying out personal assignments for key customers during 2018.

Matt's previous role was the divisional Chief Procurement Officer for a major global corporation with £3bn of spend annually and a team of 100 commercial procurement professionals. Through the company he provided outsourced procurement services to organisations such as: Siemens, British Gas, HSBC, Sainsbury's, BAA, BT, Virgin Media, Reuters, Axa, RBS and the Ministry Of Defence. In his early career Matt worked for Marston's Plc in the retail and brewing sector, Anglo American Plc global mining operations and Atkins design consulting. He was also on the Executive Board of companies supplying critical services to the Government.



With 21 years' experience, Matthew is passionate about bringing the best talent in procurement from the corporate world to our clients at Procure On Demand. He is degree and professionally qualified and is a Fellow of the Chartered Institute of Procurement & Supply (CIPS). Matthew has 4 children and is currently having flying lessons in any available spare time!



Attracting the best and brightest

Leadership Cont.



Paul Ellstone

Paul is our Head Of Operations and brings with him a wealth of experience in programme management, people development and operational delivery.

Paul has an extensive background in the aerospace and defence sectors and provides a combination of both structure and pace to our operational delivery team.

He is a chartered surveyor and has a Masters in Programme Management.

Paul is married with a young daughter and another on the way, but still manages to play football, as a goalkeeper, each week for his local amateur team!

Lisa Stallard

Lisa is a non-executive director of Procure On Demand and is currently the Head Of Procurement for a major global real estate company with responsibility for £600m of spend annually and a number of qualified negotiators and analysts.

Before that she has worked in the Financial Services sector for 2 major banks and 2 significant infrastructure and engineering companies in senior commercial roles as well as a substantial period responsible for all property procurement on the Rolls Royce estate.

With a degree in IT and being a qualified member of CIPS, her early procurement career was based around technology and financial services.

This has evolved into extensive experience in property purchasing, maintenance and construction of late. Lisa enjoys her 10k runs and family trips away in the caravan!



Attracting the best and brightest

Leadership Cont.



Lucy Baynbridge

Lucy is an investor, business angel and leadership coach with a broad network of senior executive clients.

With an extensive people development background, Lucy's role within PoD is to define the resourcing strategies, work with recruiters and maintain the rigorous competency requirements needed for individuals to work on behalf of this business in delivery roles.

Lucy has extensive experience in the hospitality, leisure and technology sectors.

In her spare time, Lucy enjoys being a taxi service to her young family and supporting her top charitable interests.

As well as this she is a keen Formula 1 fan!

Note: Portraits and descriptions on these Leadership pages are currently being updated



If you are interested in our services, please get in touch:

Monday – Friday: 8AM – 6PM
Saturday: 10AM – 5PM
Sunday: 11AM - 4PM

Tel: +44 (0) 203 815 6650

OR ANY TIME BY Email:

Enquiries:

more@procureondemand.com



Procure On Demand Ltd

Tel: +44 (0) 203 815 6650

E-mail: more@procureondemand.com

London, UK