



PROCUREMENT & SUPPLY CHAIN MANAGEMENT

Typically property and facilities management services are the second biggest expenditure in most organisations; procured robustly FM can improve an organisations' performance whether through tangible savings, 'hidden' cost reduction, optimised delivery solutions and flexibility or creating competitive advantage.

At GRE we believe property and FM services should be strategically 'right-sourced' by people who are experienced in working in the sector. We focus upon the customer profile, portfolio, corporate strategy, organisational culture and core business functionality; through understanding these elements, GRE works to align FM procurement and supply chain management to an organisation's strategic objectives whilst ensuring increasing governance standards are met.

GRE can offer individuals or teams for interim property and FM procurement assignments - experience is in the supply of category managers, Head of Procurement and interim EMEA CPO positions. Further, the GRE team are well versed in delivering procurement consultancy projects ranging from single facilities service sourcing through to more complex national and EMEA regional Total Property and FM solutions, our experience has recently extended to the procurement of indirect spend. In summary, GRE's procurement and supply chain management offer includes:

SUPPLY CHAIN GOVERNANCE

The first step to achieving a robust supply chain relies upon ensuring the third parties employed meet the increasingly high standards of governance that are required by law as well as additional standards that a customer organisation may require; we possess experience of implementing EMEA wide supply chain governance gateway processes.

DEVELOPMENT OF STRATEGY

Whether a review of an existing supply chain or a new out-source, GRE has substantive experience in developing coherent FM procurement and supply chain strategy that supports business objectives. Company advisors can assist in the development and implementation of a supply chain vision utilising robust practical experience to optimise savings, performance and advantage. This includes:

- understanding the 'As-Is' position, spend and option analysis;
- development of category profiles and procurement strategies that incorporate best practice; and
- sourcing the market to identify suppliers suitable to meet the category strategy and objectives.

PROCUREMENT PROCESS

GRE can provide consultancy advice and interim support relating to the procurement process, adding value at every stage:

- engagement with stakeholders to determine the service requirements;
- development of tender documentation including SLA's, KPI's and PMS;
- management and evaluation of the tender process including contract negotiation; and
- supplier appointment through to mobilising and implementing the new supply chain.

CONTRACT & COMMERCIAL MANAGEMENT

The outcomes of a procurement strategy are evident in the management and delivery of the supply chain. The supply chain should be continuously measured and reviewed to ensure it is achieving an organisation's objectives.

GRE's independent contract reviews and audits, which can be periodic, often provide a truly autonomous and fresh look at compliance, performance and potential innovation in contractual relationships.

RELATIONSHIP MANAGEMENT

Whether addressing a failing commercial relationship between the customer organisation and the supplier or developing an existing relationship to improve team performance, GRE can review and facilitate these relationships through the delivery of contractual reviews, workshops and continuous improvement programmes.

