

SUPC

Southern Universities
Purchasing Consortium



Buying Smarter: The Procurement Value Assessment

Help your university identify, secure
and deliver cashable savings.

PSS

SUPC

SUMS

THE PROCUREMENT VALUE ASSESSMENT: WHAT IS IT?



The **Procurement Value Assessment (PVA)** is your essential tool for driving savings in your non-pay expenditure. It combines SUPC's in-depth expertise in university procurement with SUMS Consulting's efficiency and effectiveness know-how.

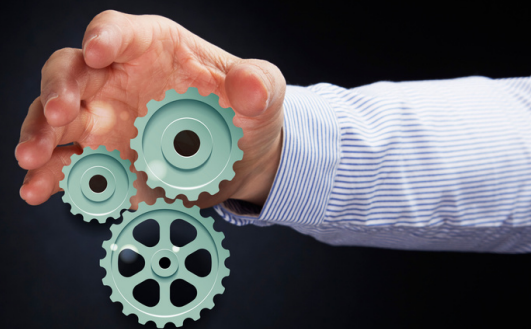
A key element of any university efficiency programme, the PVA will help you target and prioritise procurement savings opportunities, and set out what you need to do to achieve these.

"[An assessment] helped Surrey to better identify how much spend we impact today and, more importantly, how much spend we do not!"

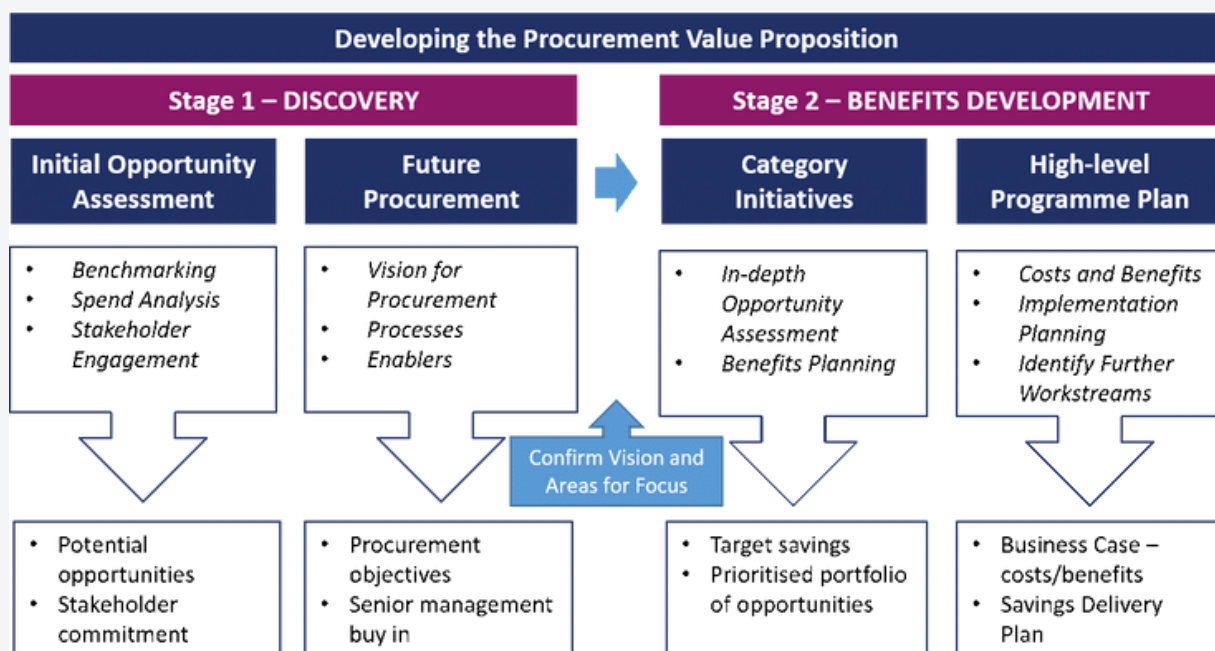
- Colin Davies, Procurement Director, University of Surrey

TALK TO US TO FIND OUT MORE
www.heprocurementsolutions.ac.uk
0118 378 4304, PSS@READING.AC.UK

HOW DOES IT WORK?



The PVA blends an unparalleled understanding of university procurement best practice with detailed **qualitative and quantitative analysis of your university's non-pay spend** to create unique insights. At the outset of any engagement we will take you through a short question set, that draws upon our experience of **many years leading the sector's Procurement Maturity Assessment programme**, designed to gain an initial understanding of your university's approach to procurement. We will then **work closely with you and key stakeholders** as we guide you through the PVA Process:



The PVA process uses tried and tested procurement opportunity assessment techniques and embeds them in a detailed understanding of the higher education context. This helps ensure that the savings we identify can actually be realised by your university.

TALK TO US TO FIND OUT MORE
www.heprocurementsolutions.ac.uk
0118 378 4304, PSS@READING.AC.UK

DRILLING DOWN INTO YOUR SPEND



SUMS' unique access to HE benchmarking sources including Hunter and Heidi+ provide the context for a deep dive into your university's purchase ledger data.

We analyse and benchmark your spend at category and sub-category levels to identify potential **improvements through aggregation, rationalisation and better compliance**. We look at a range of factors including funding source, spend by category in each department, spend by supplier and transaction by sub-category, and P card spend.

We then undertake a detailed **Opportunity Assessment** by considering your spend data against critical benefit levers, looking at demand, supply and total cost.

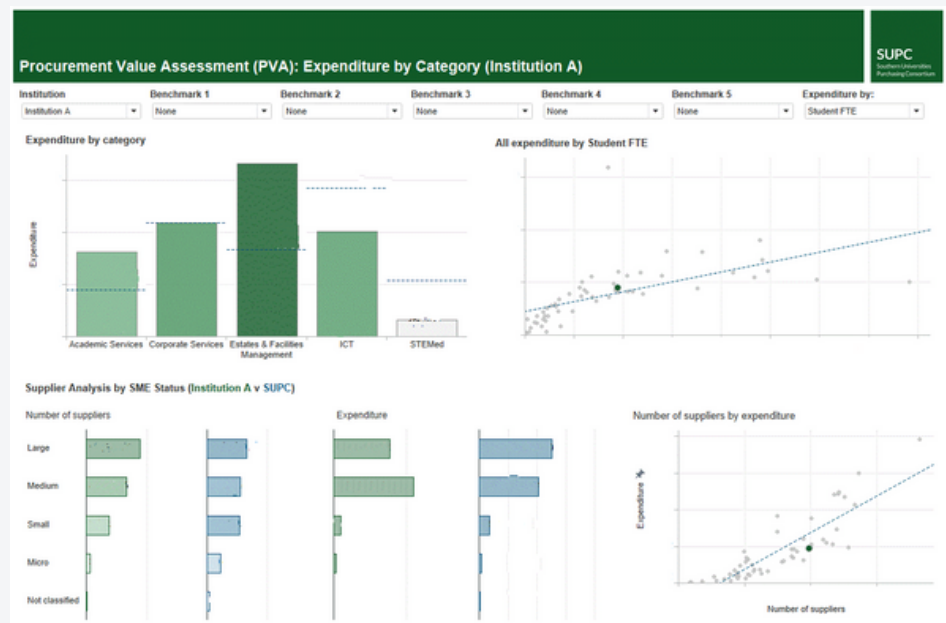


Figure 1: Example PVA Dashboard of Category Spend Against Benchmarks

TALK TO US TO FIND OUT MORE
www.heprocurementsolutions.ac.uk
0118 378 4304, PSS@READING.AC.UK

UNDERSTANDING YOUR UNIVERSITY



It is essential to **look beyond the numbers when trying to identify savings opportunities**. We do this in a number of ways to gain insights into both how your university operates and how it compares with sector best practice.

As a starting point, SUMS uses the HEPA Procurement Value Survey and Procurement Performance Indicators to help benchmark your procurement efficiency and effectiveness. This is combined with **data gathered from a decade of delivering the sector-leading Procurement Maturity Assessment**, as we undertake a focussed qualitative assessment of your university's procurement strategy and approach.

Interviews with senior management along with staff in procurement, finance, and senior budget holders across professional services and academic faculties and departments help provide **a focussed view of your institution's approach to procurement: looking at your people, processes and systems**. We work with you to identify strengths, opportunities and areas for improvement across nine key themes, which form the strategic framework for procurement and ultimately the achievement of potential savings.

TALK TO US TO FIND OUT MORE
www.heprocurementsolutions.ac.uk
0118 378 4304, PSS@READING.AC.UK

YOUR PATHWAY TO SAVINGS



Having identified potential savings, **SUMS will work with you to create a realistic and actionable Savings Delivery Plan.** This will prioritise the key areas to focus on for the greatest savings and quick wins. We will recommend improvements to processes, structures and training to get the most out of your existing resources, and where relevant, develop a business case for investment in your team or technology to **reap rewards longer-term.**

Throughout the programme we will ensure that **our recommendations are aligned with your overall strategic objectives and will help your university to achieve sustainable savings.**

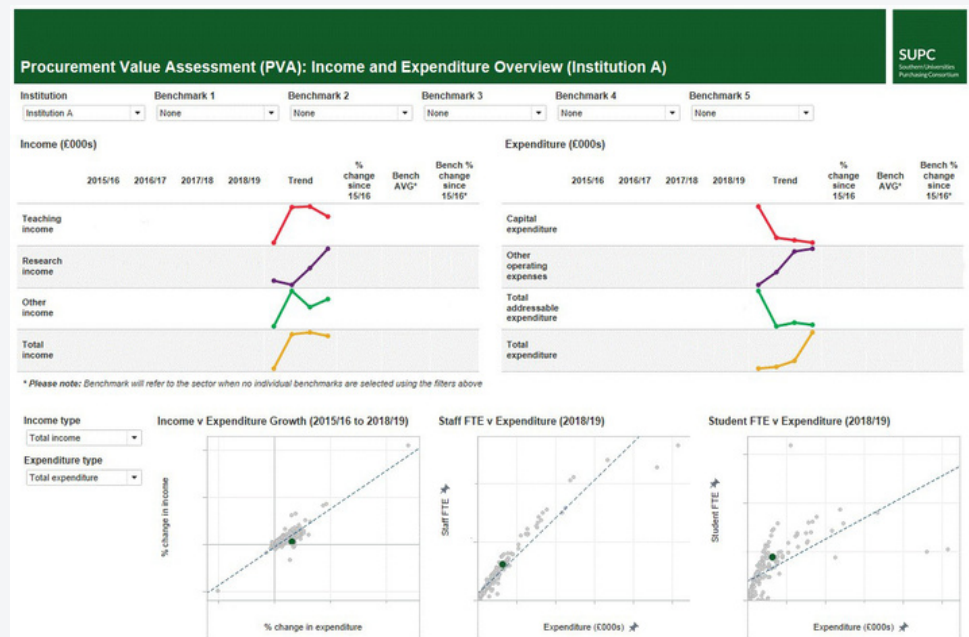


Figure 2: Example PVA Dashboard of Income and Expenditure Against Benchmark

TALK TO US TO FIND OUT MORE
www.heprocurementsolutions.ac.uk
0118 378 4304, PSS@READING.AC.UK