

# 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<sup>®</sup> methodology. We can help you identify or segment your categories, prioritize opportunities, and together with our sustainable procurement module, 5i can enable you to drive in supply-side sustainability across your entire spend.



### 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

- **Procleus<sup>®</sup> - enabling Category Management**  
Online strategic procurement academy, toolkit and resource center for purchasing professionals, with project workflow, digital learning, tools and assessment.
- **Corporate Academy**  
Built on our Procleus platform, the Corporate Academy is a fully customized 'branded for you' online platform with category management process, resources and digital learning.
- **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 Determination, Segmentation, Opportunity Analysis & Governance**  
A series of facilitated workshops to identify and prioritize the categories to pursue for optimum value and advantage.
- **5i<sup>®</sup> Process and Resources Suite**  
Licensed for use in your organization on your corporate systems, either as standard, or customized and branded for you.
- **Category Management in Purchasing book by Jonathan O'Brien**  
A comprehensive guide to strategic category management, providing a step-by-step process for implementation and use, enabling you to deliver great value and cost savings when purchasing.

### Training Courses

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

#### Training course options:

- **Category Management - Advanced**  
Our most popular course, covering all aspects of the 5i Category Management process in depth.
- **Category Management - Intensive**  
An intensive course structured around the early stages of the 5i Category Management process.
- **Category Management - Introduction**  
Aimed at stakeholders or individuals who are coming into contact with category management programs and need a general awareness.
- **Category Management - 'Getting Behind Price and Cost'**  
An introductory level course aimed at those who are coming into contact with category management programs.
- **Category Management - Executive Team Essentials**  
A specialist course designed for senior management and executive teams in companies using, or considering implementing, a category management process.

### Category Management Package

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:

- Advanced Category Management training course (online or classroom delivery).
- One year subscription to Procleus - strategic procurement toolkit, workflow and academy, for all delegates.
- Category Management mobilization program - includes a workshop to get started in the organization and a governance set up pack.
- Copies of the 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 (training delivered in two cohorts)