

THE TOTAL PACKAGE



Data Gathering

- Interview key procurement, operations and manufacturing team members
- Gather critical data and information on procurement department operations
- Develop rating evaluations



Procurement Diagnostic

- Look for the existence and strength of procurement plans
- Explore the use of indicators and benchmarks
- Produce a summary report identifying gaps between current and industry best practices
- Explore opportunities for improvement



Strategic Sourcing

- Analyze unit costs of goods/services sold
- Set sourcing strategy and timelines
- Model and draft an appropriate RFI/RFP process
- Develop and execute an evaluation matrix and negotiation plan
- Manage and lead negotiations
- Agree on supplier selection and award



Packaging Engineering

- Lead the idea generation and development process
- Review opportunities for packaging harmonization and specification standardization
- Review opportunities for cost optimization and process value engineering
- Manage Walmart and other customer scorecard activities and improvements
- Determine opportunities to move to the least packaging required
- Identify utilization improvements for the various transportation legs
- Quantify savings and sustainability opportunities and develop improvement roadmap.



Supply Tigers

- Improve visibility and control of the indirect spend



Performance Tracking

- Monitor transition, along with client, to ensure deliverables are met as expected
- Track and report savings
- Provide training to suppliers for savings goals realization
- Manage issue remediation
- Continue implementation process against prioritized savings opportunities