



PROCUREMENT CONSULTING SERVICES

Purchasing and product sourcing can account for over 50% of a company's overall business expenses. An effective procurement strategy can increase your organization's savings, reduce transaction costs, and improve delivery schedules.

Achieving best in class procurement performance, however, is not easily done. Successful Chief Procurement Officers (CPO's) routinely encounter significant operational challenges when implementing robust procurement programs, such as:

- Executive tunnel vision
- Misaligned objectives
- Lack of, or insufficient, data
- High fixed operational costs
- Technology integration concerns
- Critical skills shortage

HOW TIM TECH CONSULTS CAN HELP

Our Procurement specialists use a consultative approach to conduct a skillful analysis of your current operations to identify and implement:

- Your company's core capabilities
- Potential gaps in your category management and spending control mechanisms
- Increased efficiency and competency
- Overachievement of performance goals

OUR APPROACH



1. Establish dominant category management process for long lasting spend productivity.



2. Implement transactional processes optimized to drive spend under contract and effectively use procurement resources.



3. Segment the supply base and establish short-term and medium-term strategies in each segment.



4. Provide insightful spend analysis and enable innovative contracts with key strategic vendors.

THE TIM TECH CONSULTS ADVANTAGE

Proven results. Our Procurement experts base our approach on agile methodologies, and specialize in implementing programs focused on the Purchase-to-Pay process, spend analytics, CAPEX to OPEX transition, CapEx / Asset spend reduction, and other key tools for proactively managing your organization's growth and development.

Compelling practical model. Our industry specialists design a comprehensive, end-to-end plan to ensure that your strategy is executable and implementable, and suited to your specific business goals.

Proximity. Our business model offers key benefits to business interactions - similar time zones, low language and cultural barriers, and short geographical distances - allowing for flexibility, adaptability, and quick response times.

Lean and streamlined operations. Through our experience with better aligning procurement efficiencies for the world's largest companies, we have developed a time-tested and mature approach to tackling procurement strategies through a quick, efficient, and cost-effective system.

Americas expertise. For over 10 years, Tim Tech Consults has focused extensively on the Americas region. From Canada to Argentina, we are familiar with the business and cultural approaches of business interactions in each region, and can provide our clients with the country-level insights they need to be successful.

CUSTOMER ACHIEVEMENT SPOTLIGHT

Client Profile: ONE OF THE LARGEST MEDICAL INSURANCE PROVIDERS IN AFRICA

Challenge. Undocumented work process led to an unbalanced workload in transactional sourcing for a variety of businesses units within the Africa conglomerate, with fragmented global spend.

Approach. After detailed study, we supported the establishment of a contract lifecycle management system in place to help prompt renewals, re-negotiations of contracts prior to expiry and clause negotiations by active comparison of similar contracts.

Result. Our approach and process implementation resulted in a:

- 20% reduction in contract cycle time
- 15% increase in usage productivity

ABOUT TIM TECH CONSULTS

Founded in 2010, Tim Tech Consults is an African leading provider of process-driven IT solutions with 10 years of Expertise in 3 Offices in East Africa with 15 Global Delivery Centers on the Global, Tim Tech Consults helps improve time-to-business-solution, lower costs of existing applications, deliver better engineered and tested applications, and produce predictable outcomes for top-tier corporations in over 5 countries. Through on-site, on-shore and its trademarked Global Nearshore service delivery models, Tim Tech Consults teams with CIOs to constantly increase the business value of IT. Tim Tech Consults is the creator and a leader of the nearshore industry.

Tim Tech Consults

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