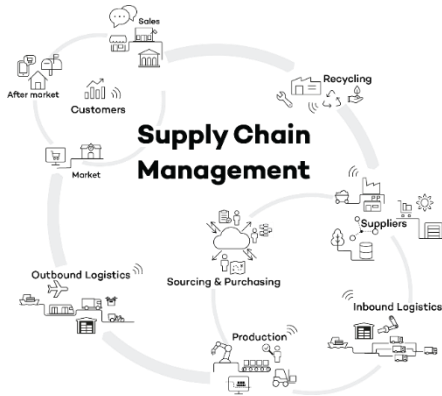


# Supply Chain Management



## CATEGORY MANAGEMENT



### Content of the Offering:

**Challenges:** To reduce cost and risk in the procurement processes

**Approach:** Category Management in Sourcing, using spend analysis to create tools and models

**Outcome:** Increased overall value, reduced risk in the supply chain, reduced cost of buying goods and services

### Challenge for the industry today

Category management is today an established methodology in many purchasing organizations and is the result of increased demands for systematic sourcing with distinct results.

It is of high importance to focus on cost reduction, mitigate risk, secure supply as well as on innovation. Together with increased efficiency, it will result in creating a stronger competitive position for the company.

### Service and Approach

Category Management is a strategic approach which organises procurement resources to focus on specific areas of spends. This enables category managers to focus their time and conduct in depth market analysis to fully leverage their procurement decisions on behalf of the whole organisation.

Based on Spend Analysis, we use concrete tools and models for initiation, planning and analysis. We also support how to implement your category strategies through a step by step process for implementing and using Category Management.

We analyse complex purchasing situations and clearly develop innovative and creative solutions for procurement and work in a modern and cross-functional way.

### Expected Outcome

Applying Category Management in procurement benefits organizations by providing an approach to reduce the cost of buying goods and services, reduce risk in the supply chain, increase overall value from the supplier base and gain access to more innovation from suppliers.

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