

## CHAPTER 1

# What is different in this Practical Procurement Methodology?

First some words on the author of this book.

Michel van den Broek has more than 20 years of in-depth procurement experience in several companies, in several industries, internationally and has been the European procurement director of a global FMCG company.


He has founded Boomerang Procurement & Sales Counseling in 2007, and has developed a practical and pragmatic procurement methodology based on his experiences with implementing various procurement methodologies. He has transformed all the procurement theories into something that is really working and is easily implemented in a short time with clear-cut deliverables.

### Practical and Modular:

There is no need to have the full procurement methodology implemented in the organization. Customization is key, meaning that current and existing tools, processes can be left intact, and that additional tools of the Practical Procurement Methodology can be built-in or around the existing procurement tools, or around the existing procurement methodology. That is the reason why this methodology is a practical and pragmatic one.


### Coaching:


The differentiator in this methodology. Coaching is done by a very experienced team of procurement professionals. While other consultancy companies make use of consultants with 5-7 years of experience, the Boomerang Procurement consultants have at least 15 years of experience



## USP's Practical Procurement Methodology

<ul style="list-style-type: none"> <li>• <b>PRACTICAL &amp; MODULAR</b></li> <li>• Practical, proven and easy to use and easily to 'customize' to customer's wishes (use the tools you already have and complete with other tools)</li> <li>• Modular approach, simply start with a tool and expand to what is required (<b>Hop on, hop off</b>)</li> </ul>	<ul style="list-style-type: none"> <li>• <b>COACHING</b></li> <li>• Network of seasoned consultants with various backgrounds in Procurement</li> <li>• Implementation by your own procurement team, coaching and progress reporting by Boomerang Procurement. The buyers do the job, and not the consultants</li> </ul>
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### Time=Money

Due to the use of a rigid and continuous coaching and progress reporting, the tools and processes of this methodology can be implemented much quicker than the other commonly known and procurement methodologies.


You can see this methodology as a 'light' version, also the implementation of tools is taking less time than normally expected. A quick-scan is really quick (couple of days), category segmentation can be done within a couple of weeks, depending of size of organization and number of (sub-) categories.

This methodology has proven that a lot of time can be saved by both consultant and the people who are coached (buyers, category managers). Imagine that these meetings are all face-to-face, especially if on a global scale, then a lot of time will be spend inefficiently. Next to this efficiency gain, there is at least the same effectiveness.

### Web 2.0 Tools



Boomerang Procurement & Sales Counseling is making use of the newest and most recent new communication tools, like web-meetings, messenger services, global blogs, collaborative software like Google Docs or Windows Live.

Also these efficient and highly effective tools are contributing to the speed of implementation. Within SABIC IP , formerly known as GE Plastics these tools have been utilized on a global scale, and only when really required a face-to-face contact has been setup.



## USP's Practical Procurement Methodology

<ul style="list-style-type: none"> <li>• <b>TIME=MONEY</b></li> <li>• Quick implementation: within 6-9 months a complete spend analysis/category segmentation/customized metrics/category plans program</li> <li>• Lower costs: a professional methodology for less costs than other well known (big) consultants.</li> </ul>	<ul style="list-style-type: none"> <li>• <b>WEB 2.0 TOOLS</b></li> <li>• Webbased and custom made: existing tools can be easily incorporated, tools will be up-to-date; no complex paper manuals.</li> <li>• Communication tools: Webinars, 'Skype', Blogs, 'Chats', 'Wiki', Collaborative software (Google Docs, Windows Live), next to email and tele-con(ferences)</li> </ul>
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### Lean & Green:

A complete different view on ' Sustainable or green Procurement' . A real sustainable procurement consultancy, with only a small 'footprint' as the results at SABIC IP have shown that during the coaching of 26 buyers and category managers on global scale not a single mile was travelled by the Boomerang Procurement consultant.

Next to efficient tools also the absence of traveling time is one of the key success factors for a quick implementation.

### Knowledge Base:

As quite a lot of category plans have been made using this methodology, the generally available market information on the various product or services groups and categories is now also available for new customers. This will only apply to the market intelligence, as the information gathered on for instance the recruitment market intelligence in Europe is the same for customer A or B. Speaks for itself that the customer specific information (e.g. Savings initiatives) remains confidential.

Next to this the coaching on making the category segmentation and the creation of category plans is essential, not only coaching on the format and structure of the plans, also contents of the plans will be challenged.



## USP's Practical Procurement Methodology

<ul style="list-style-type: none"> <li>• <b>LEAN &amp; GREEN</b></li> <li>• Travelling only if really needed (e.g. start-up): sustainable procurement consultancy</li> <li>• Global SABIC IP category managers (26) coached without travelling a mile!</li> <li>• Saves time (for both consultant and category managers) and money</li> </ul>	<ul style="list-style-type: none"> <li>• <b>KNOWLEDGE BASE</b></li> <li>• Knowledge of all category plans is captured and available (e.g. market intelligence, trends)</li> <li>• In-depth (content) knowledge available on both direct as indirect spend categories: savings opportunities, creative solutions, challenging of category plans.</li> </ul>
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