



Enhancing supply chain performance and maximizing the value of key supplier relationships

While many companies have achieved cost savings through spend analysis, supplier consolidation, and competitive bidding strategies, sourcing and procurement groups are under increasing pressure to drive innovation with suppliers and reduce supply chain risks — while also continuing to deliver additional savings.

Success in today's global marketplace requires new strategies, and new capabilities. An increasing rate of change, heightened competitive pressures, and a growing number of market segments where suppliers are gaining leverage relative to customers all create new risks, new challenges, and also new opportunities. Sourcing and procurement groups need to improve cross-functional collaboration within their own companies, develop and pursue innovative negotiation strategies, and lead efforts to build and sustain collaborative partnerships with key suppliers.

Vantage Partners leverages unique expertise in negotiation, relationship management, and change management to help sourcing and procurement groups develop and implement innovative approaches to negotiating with, and collaborating with, suppliers — and with internal business partners. As a result, we have helped clients achieve hundreds of millions of dollars in bottom line savings and incremental revenue.

Helping Companies Negotiate and Manage Critical Relationships

Vantage Partners works with sourcing and procurement groups to deliver exceptional results, enhance their own capabilities and performance, and lead enterprise-level change.



Overview of Vantage Services

- Assisting companies with the design, implementation, and change management associated with putting in place new or enhanced supplier relationship management (SRM) programs
- Assisting companies with the design and implementation of a consistent, enterprise-wide methodology and toolkit for negotiating with suppliers
- Benchmarking: of SRM programs, negotiation effectiveness and capabilities, procurement organization performance and capabilities, and supply chain effectiveness
- Diagnostic analysis of key supplier relationships to identify untapped sources of value and to diagnose barriers to realization of maximum value
- Assisting companies with supplier scorecard and performance management process design and implementation
- Design and delivery of customized training on topics including: negotiation, supplier management, influence, and internal client management
- Helping companies develop negotiation strategies for sole and single source suppliers, and other high-stakes, complex negotiations, and providing advice and hands-on coaching to implement such strategies

About Vantage's Sourcing and Supplier Management Practice

Vantage Partners works with companies to improve the way they negotiate and work with suppliers in order to collaboratively reduce costs, drive innovation, and reduce supply chain risks.

About Vantage Partners

Vantage Partners, a spin-off of the Harvard Negotiation Project, is a management consulting firm that specializes in helping companies achieve breakthrough business results by transforming the way they manage their most important relationships. To learn more about Vantage Partners or to access our online library of research and white papers, please visit www.vantagepartners.com.

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Illustrative examples of Vantage Partners Projects

- Worked with a global consumer packaged goods company to design and implement a successful enterprise-wide supplier relationship management program as part of a strategy to become an industry "customer of choice."
- Worked with a top ten global utility to design and implement a negotiation center of excellence, and a consistent, enterprise-wide negotiation process. Provided negotiation strategy advice and coaching on high stakes negotiations, and developed and rolled out a company-wide negotiation training program.
- Worked with a global financial services company to restructure their SRM program to increase business unit engagement and better align SRM efforts with business strategy, and to better align sourcing and negotiation strategies with supplier management approaches.
- Worked with a microelectronics company to design and implement a consistent, cross-functional process for more effective supplier negotiations, and provided negotiation strategy advice and training.
- Worked with a global pharmaceutical company to design and implement a single sourcing and supplier management organization across multiple business units (which previously had separate procurement organizations).
- Worked with a multi-national media and entertainment company to implement a corporate sourcing organization in the face of strong initial resistance from highly autonomous business units.
- Worked with a pharmaceutical company to design and implement supplier scorecards and a process by which cross-functional teams engaged in regular two-way performance reviews with suppliers.