

# vantage partners



## *Transforming procurement organizations, enhancing supply chain performance, and maximizing the value of supplier relationships*

Success in today's globally competitive and dynamic marketplace requires new strategies, and new capabilities. Companies are under constant pressure to reduce supply costs even as they need to leverage suppliers to drive innovation. Meanwhile, the potential risks to consumer safety, company reputation, and corporate earnings of poorly managed supply chains demand rigorous management.

Volatile commodity pricing, global competitive pressures, disruptive technologies, and continuous changes in supplier leverage relative to customers all create new risks, new challenges, and also new opportunities. Procurement and supply chain organizations 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 strategic sourcing, negotiation, supply chain operations, relationship management, and change management to help companies develop and implement innovative approaches to negotiating with, and collaborating with, suppliers — and to enhance collaboration between procurement and internal business partners. As a result, we have helped clients achieve hundreds of millions of dollars in bottom line savings and incremental revenue.

### **Sourcing & Supply Chain Management Consulting and Training**

*Through our sourcing and supply chain management practice, we advise chief procurement officers, lead supply chain transformation initiatives, support development of category strategies, help companies enhance collaboration with strategic suppliers, design and implement supplier relationship management programs, advise on high-stakes supplier negotiations, and provide a range of training solutions to procurement leaders and professionals.*

## **Helping Companies Negotiate and Manage Critical Relationships**

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# Negotiation Collaboration Innovation Transformation



**Vantage Partners** works with procurement and supply chain organizations to deliver exceptional results, enhance their own capabilities and performance, and lead enterprise-level change.

## Overview of Vantage Services

- Procurement and supply chain organization re-structuring and transformation to enhance effectiveness and optimize alignment with enterprise business strategy and operations
- Category strategy development, and hands-on advice and coaching to support effective implementation of new category strategies
- Outsourcing advisory and support services (including make versus buy analysis, provider evaluation, bid process design and facilitation, negotiation support, retained organization design, and transition support)
- Development of negotiation strategies for sole and single source suppliers, and hands-on coaching to teams involved in high-stakes, complex supplier negotiations
- Design and implementation of governance structures and processes to enable enhanced collaboration with strategic suppliers
- Facilitation of joint value discovery and performance enhancement workshops with key suppliers
- Design and implementation of new or enhanced supplier relationship management (SRM) programs
- Design and delivery of customized training solutions on topics including: negotiation, supplier relationship management, category management, stakeholder engagement, influence, leadership, Lean Six Sigma, decision-analysis

## Illustrative examples of Vantage Partners Projects

- 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 global mining company on a supply chain transformation initiative, with an emphasis on driving sustainable savings, enhancing collaboration with business units and technical stakeholders, and improving collaboration with suppliers
- Worked with a global consumer packaged goods company to implement an 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 implement a negotiation center of excellence, and a consistent, enterprise-wide negotiation process, and rolled out a company-wide negotiation training program
- Worked with an international oil and gas company to implement a global supplier management program, with special emphasis on enhancing collaboration with their most strategic suppliers
- Worked with a global microelectronics company to implement enhanced category management, negotiation, and supplier relationship management capabilities
- Worked with a global media and entertainment company to implement a corporate sourcing organization in the face of strong initial resistance from highly autonomous business units



**About Vantage Partners** | Vantage Partners, LLC is a global strategy and management consulting firm that specializes in helping companies achieve breakthrough business results by transforming the way they negotiate and manage relationships with key business partners, as well as by enhancing internal collaboration across functions and business units.

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