



# **Project Management Workshop**

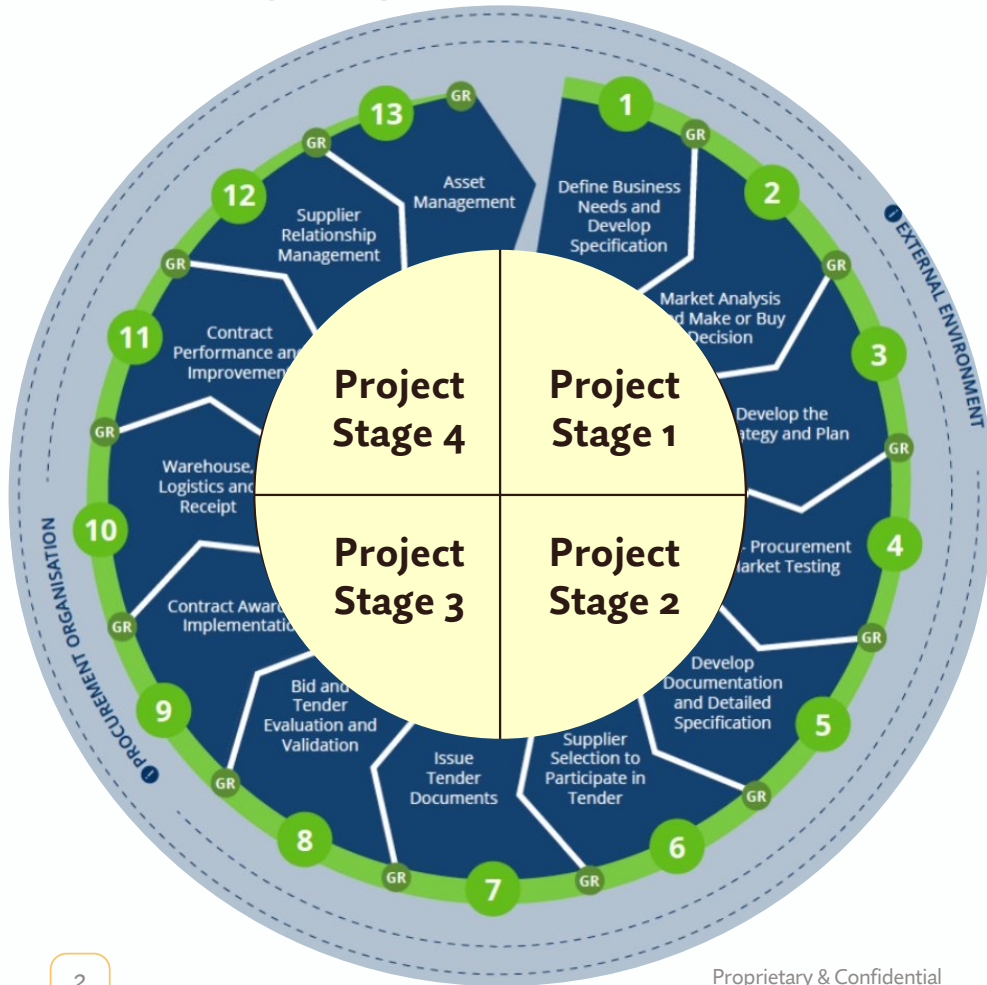
Managing Pipeline & Tracking Savings

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Jordan Grindlay



# Managing Pipeline & Tracking Savings



Managing the rolling pipeline of procurement activity across the business can often be challenging, with reliance on:

- Category Manager only held knowledge
- Offline trackers
- Reactivity to stakeholder needs vs. procurement driven

When considering the procurement cycle (e.g. the most recent procurement cycle from CIPS), there are various stages which we can align Project Management against the flow of procurement activity with aims to provide:

- Increased insight & auditability
- Increased focus to specific areas of activity which could be improved
- Workload management
- Savings management oversight

# Managing Pipeline & Tracking Savings

## Offline Management

- Managing projects pipeline in Excel etc.
- How is workload distributed across the team(s)?
- We need to be better at X.
- Can I assess my savings pipeline quickly?
- Do I have an audit trail of procurement projects?

## Project Management

- Digitisation of the process to centrally house information
- Can gain an overview at all times of current & planned activities
- Highlight areas to focus through the PM process, e.g. e-Sourcing or e-Auctions
- See savings pipeline and estimated vs. achieved quickly within the tool
- Fully auditable to support internal and external audits and eliminate offline file-hunting

Through use of Project Management, we can create a flow which can capture the stages required within the organisations procurement processes, in addition to supporting the buyer in their medium to long term procurement activity planning, alongside the day to day management of those projects.

Moreover, we can then manage savings tracking online over the fiscal years on a project by project basis.

- > PROJECT DATA
- > PROJECT OVERVIEW
- > PROJECT FINANCIALS
- > CONTRACT APPROVAL
- > SAVINGS TRACKING
- > SAVINGS BREAKDOWN

