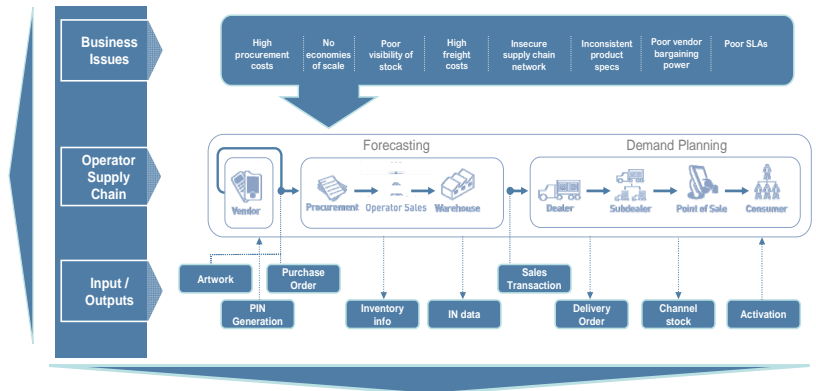


## Centralised procurement

- **Do you have control and visibility of what your operating companies (OpCos) need to order, what they are ordering and on what terms?**
- **How much savings are foregone through suboptimal buying, freight and duty management?**
- **Do you have the resources, systems and processes necessary to implement actual central procurement?**

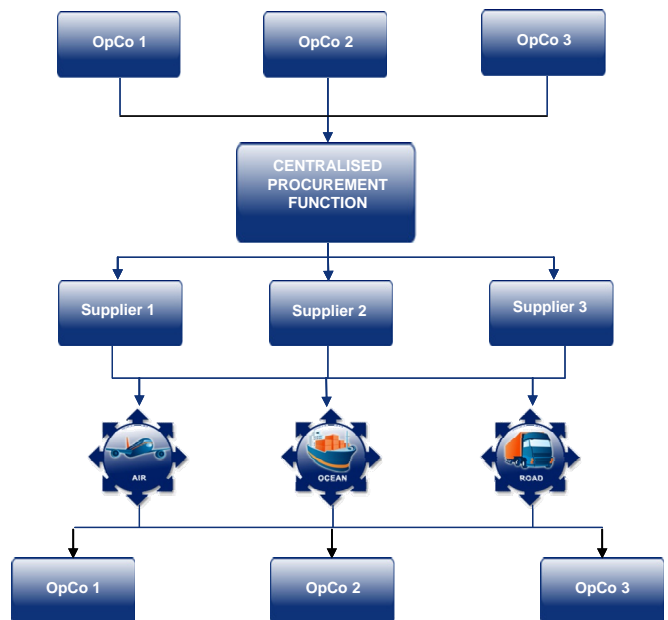


Subscriber products (SIMs, RCs, devices etc) are mission critical products, purchased on a regular and ongoing basis and yet are often not managed or controlled centrally. In addition, these products also represent great recurring savings opportunities. However, implementing this requires great attention to detail, focus and overcoming organisational inertia.

## Our success

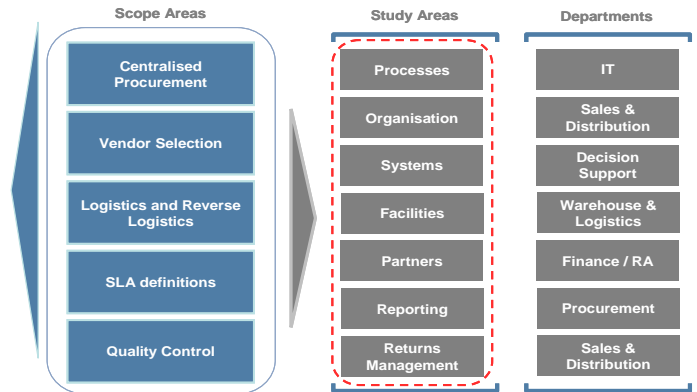
ProWorkz is highly experienced with setting up centralised procurement for network operators. In fact, an operator with a footprint of 22 countries in Africa and the Middle East has gone one step further and outsourced their procurement and logistics function to us (reference available on request). They are currently making a **multimillion** dollar saving **per quarter**.

Over the past ten years, ProWorkz has also conducted several assessments for network operators in the region to identify cost savings, increase efficiency, control and visibility in the procurement of subscriber products (SIMs, RCs, packaging and wireless devices). Analysis revealed that any operator with an international presence would benefit by pooling its collective powers into a centralised procurement function. Once operators examined our research, it was an easy decision for them to make.



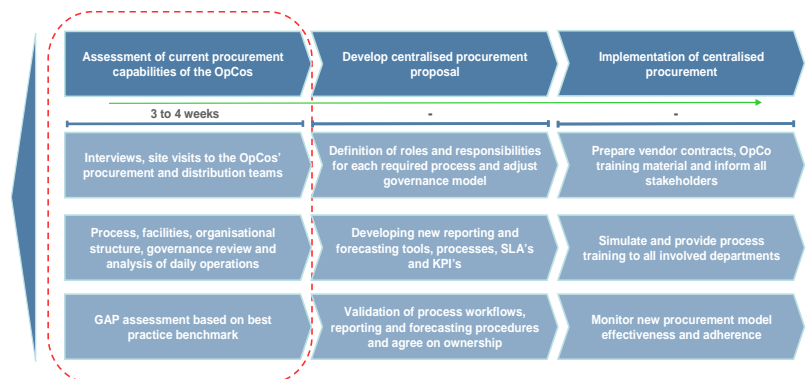
## Solutions

Centralised procurement implementation is a complex project that includes many steps, goals and objectives along the way. In many cases, the implementation process will involve product specification and requirement reviews, process re-engineering, reporting and forecasting methodology re-structuring. In addition, the organisational design, the systems, partner evaluations, vendor vetting, as well as freight route / mode evaluations and duty saving matrix management will also need to be reviewed.



## Start with a pilot?

ProWorkz can conduct a free consultation at your company's premises with the objective of discussing your business requirements and goals. After the initial session with your key stakeholders, ProWorkz would present a gap analysis of where you are versus achieving your central procurement objectives and a proposal for suitable starting projects to address key elements.



Consultants will perform the interviews and site visit reviews at your premises and will process and develop information off-site in order not to interrupt your day-to-day activity and to keep project expenses as low as possible.

The primary deliverables at the end of the assessment phase (see above) are:

- Procurement GAP assessment report: a report providing insights into the GAPS' severity, risks and proposed mitigating actions enabling your company to compare its current state with its potential desired performance.
- Presentation of key findings to senior managers: the results of the assessment will be presented to the senior management team which will include identified quick wins and analysis of the potential gains by implementing centralised procurement.

## About us

ProWorkz Management Consultancy, a division of Workz Group, helps network operators achieve substantial cost savings or cost avoidance, through consulting and project management. Operating in Africa and the Middle East since 1998, we are a trusted and reliable partner, having worked with over 70% of the networks in the region. ProWorkz MC has provided solutions for distribution channels, supply chain management, the outsourcing of non-core elements, centralised procurement, supply chain assurance and sales channel optimisation.



## Want to know more?

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