

Purchasing – follower or leader?

Purchasing functions of today face challenging expectations:

- Proactive and flexible
- Stable and explicit
- Professional and supportive
- Leaders and problem solvers
- Modern and agile
- Adaptive and easy to work with
- Strategic and operational
- ... and on top of all bring considerable savings!

The expectations of a purchasing function are often contradictory. As the market continues to transform with expanding globalization and increasing collaborations, organizations are facing new kinds of challenges. To remain competitive, modern organizations need to navigate consciously and ensure that the right actions are performed at the right time to support the business.

By transforming into proactive and flexible networkers the purchasing function will be able to give extensive value to the strategic development. How? Purchasing acts close to the market, monitors and listens to disruptive tendencies – both internally and externally. If managed wisely the traditional purchasing value adding can be expanded and improved, strategically as well as operationally. Yet, the requirements of speed, flexibility and cost savings are always present.

All in all, to be leaders within purchasing, additional competencies and ways of working are required. Ekan Management offers a step-by-step approach to create balanced structures, work processes and tools – tailored for your business and your people.

We...

challenge your business

- Review your processes
- Identify your obstacles
- Spend analysis to identify, clean & prioritize your data

engage your people

- Listen before changing
- Customized solutions
- Support from planning phase to implementation phase

realize our promises

- New purchasing systems
- Defining relevant KPI:s
- Alignment with strategic targets & customer needs

Building your purchasing function of tomorrow

Starting with a Current State Analysis we help you and your organization to create the building blocks for the purchasing function of tomorrow. We use a systematic approach based on best practice and tailor it to your business specific needs.



CURRENT STATE ANALYSIS

- Strategic Maturity Analysis
- Stakeholder Expectations
- Organizational Review
- IT Tools Analysis
- Spend and Synergy Potential



PROCESS AND TOOLS DEVELOPMENT



SOURCING ORGANIZATION AND COMPETENCE DEVELOPMENT



STRATEGIC DEFINITIONS MISSION – VISION – TARGETS – POLICY



SPEND ANALYSIS AND CATEGORY STRATEGY



IMPLEMENTATION ROADMAP

IMPLEMENTATION

More than 30 years' experience helping organizations to achieve their ambitions:

- We have the competence to support you towards your defined targets
- We have an extensive experience as management consultants. We have experience from different markets and functions
- We are hosting a well established network of purchasing professionals

EKAN MANAGEMENT

Ekan Management is a management consulting firm with more than 30 years' experience helping companies and organizations to achieve their ambitions. We are the official partner and representative for Beyond Budgeting Institute in Sweden.

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