



STRATEGIC PROCUREMENT PARTNERS

EXECUTIVE BRIEF — NO. 1

The SPP Executive Procurement & Supply Chain Performance System™

Creating visibility. Identifying opportunity. Enabling better business decisions.

Procurement Expertise. Delivered.

Mano Pillay • Executive Procurement & Commercial Partner
mano@sppaustralia.com.au • 0439 885 700 • SPP AUSTRALIA

THE EXECUTIVE QUESTION

How confident are you that your procurement and supply chain are operating at their full commercial potential?

Most organisations know what they spend.

Far fewer have complete visibility over **how effectively that spend is being converted into business value.**

Even organisations with capable procurement and supply chain teams can have opportunities hidden across supplier arrangements, contracts, inventory, warehousing, logistics, systems, working capital and operational processes.

The challenge is not necessarily poor performance.

Often, it is simply that no one has stepped back and examined the entire procurement and supply chain environment through an independent commercial lens.

That is the purpose of the **SPP Executive Procurement & Supply Chain Performance System™**.

It provides executive leadership with a structured view of current performance, helping identify where the organisation is performing well, where risks may exist, and where opportunities warrant further investigation.

The SPP Philosophy

At SPP, we believe procurement and supply chain performance begins with leadership.

Clear business objectives provide direction.

Direction creates alignment.

Alignment influences procurement strategy, sourcing, supplier performance, inventory, warehousing and logistics.

For this reason:

We don't start with procurement. We start with leadership, because leadership determines procurement and supply chain performance.

Our objective is not to arrive with predetermined answers.

It is to establish the facts, create visibility and help leadership make better-informed business decisions.

THE PERFORMANCE FRAMEWORK

Ten Performance Dimensions. One Integrated View.

The **SPP Procurement & Supply Chain Performance Framework™** examines performance across ten interconnected dimensions.

STRATEGY & GOVERNANCE

1. Strategic Procurement

Is procurement aligned with the organisation's strategy, priorities and financial objectives?

2. Strategic Sourcing

Are sourcing decisions structured, competitive and based on total value rather than price alone?

3. Commercial Contracts & Governance

Are contracts, commercial obligations, approvals and governance effectively managed?

OPERATIONAL EXCELLENCE

4. Warehousing & Operations

Are facilities, labour, processes, space and operating models structured efficiently?

5. Logistics & Distribution

Are freight, transport, distribution and third-party logistics arrangements delivering the required service at an appropriate total cost?

6. Inventory & Working Capital

Is inventory aligned with demand, service requirements, supply risk and working-capital objectives?

SUPPLIER & COMMERCIAL PERFORMANCE

7. Supplier Performance & Relationship Management

Are suppliers being selected, measured, developed and managed according to their importance to the business?

8. Commercial Performance & Value Creation

Is the organisation capturing value beyond purchase price through better commercial structures, productivity, service, risk management and supplier capability?

CAPABILITY & RESILIENCE

9. Risk, Compliance & Business Continuity

Are critical supply risks understood, managed and supported by appropriate continuity strategies?

10. Systems, Data & Decision Support

Does leadership have reliable data and meaningful reporting to support forecasting, budgeting, planning and commercial decision-making?

The objective is not to change everything. It is to understand where the greatest opportunities may exist.

FROM DATA TO EXECUTIVE VISIBILITY

Better Decisions Begin with Better Visibility

One of SPP's core principles is simple:

Visibility precedes good decisions.

Businesses generate enormous amounts of information.

Purchase orders. Supplier invoices. Inventory reports. Freight costs. Warehouse expenses. Labour costs. Contracts. Forecasts. Sales projections. Supplier KPIs.

Individually, these provide information.

When analysed together, they can provide **executive visibility**.

SPP helps organisations translate operational and commercial data into information leadership can use to make decisions.

Procurement

Spend analysis, strategic sourcing, tender management, supplier consolidation, negotiation, category reviews and commercial agreements.

Warehousing

Total operating cost, labour, facilities, storage, productivity, capacity, processes and alternative operating models.

This does not automatically mean outsourcing.

The appropriate solution may involve restructuring the existing operation, outsourcing selected activities, changing property arrangements, introducing automation, improving processes, or considering a third-party logistics provider.

The purpose of the analysis is to understand the options.

Logistics & Distribution

Freight expenditure, carrier arrangements, service levels, distribution models, supplier delivery arrangements, route structures and 3PL opportunities.

Inventory & Working Capital

Inventory holdings, slow-moving and obsolete stock, forecasting, demand and supply planning, safety stock, lead times, service requirements and cash tied up in inventory.

Suppliers & Contracts

Supplier capability, commercial terms, service levels, performance, risk, compliance, contract coverage and opportunities for consolidation or market testing.

Systems & Decision Support

Spend visibility, dashboards, KPIs, budgeting information, forecasts, supplier data and executive reporting.

THE SPP APPROACH

Independent Insight. Practical Recommendations.

Every organisation is different.

For that reason, SPP does not begin an engagement by assuming that costs are too high, suppliers need replacing, warehouses should be outsourced, or logistics arrangements need changing.

We begin by understanding the business.

ASSESS → ANALYSE → IDENTIFY → PRIORITISE → RECOMMEND → SUPPORT → MEASURE

Assess

Understand the current operating environment, leadership priorities and business objectives.

Analyse

Examine relevant spend, operational data, contracts, suppliers, processes, systems and performance measures.

Identify

Determine potential risks, inefficiencies, capability gaps and commercial opportunities.

Prioritise

Separate high-value opportunities from lower-priority issues based on business impact, feasibility, risk and strategic importance.

Recommend

Present leadership with practical options supported by evidence and commercial analysis.

Support

Where required, SPP can assist with implementation, market engagement, sourcing, negotiation, supplier transition and performance improvement.

Measure

Establish whether implemented initiatives are delivering the intended business outcomes.

Questions for executive consideration.

- How confident are you that your procurement spend is delivering maximum commercial value?
- Are you paying competitive prices for the products and services you buy?
- Is your procurement strategy aligned with your organisation's growth objectives?
- Are your strategic suppliers consistently delivering value, reliability and innovation?
- Do your commercial contracts actively protect and strengthen your business?
- Are you carrying more inventory than your business actually needs?
- Is your warehouse operating at peak efficiency and capacity?
- Is your logistics network supporting growth while controlling costs?
- Do you have complete visibility over procurement spend and supplier performance?
- How resilient is your supply chain if disruption occurs tomorrow?
- Are your procurement systems providing the insights executives need to make informed decisions?
- Could practical AI improve productivity, decision-making and commercial performance?
- Is procurement viewed as a strategic business function or simply a purchasing department?
- Where is your greatest opportunity to improve profitability through procurement and supply chain?

Sometimes one question uncovers a significant opportunity. Sometimes it confirms you're already on the right path. Either way, executive decisions are strongest when they're based on insight rather than assumption.

If procurement and supply chain could contribute more to your profitability, cash flow and long-term growth, wouldn't it be worth knowing where that opportunity exists?

THE SPP DIFFERENCE

We don't just deliver procurement projects.

We understand business.

SPP combines procurement expertise with commercial thinking, supply chain experience, operational understanding and executive-level decision support.

Our role is not to tell leadership what it wants to hear.

Our role is to provide the evidence, analysis and commercial insight required to make informed decisions.

We don't begin by promising savings. We begin by creating visibility.

The SPP Philosophy

At Strategic Procurement Partners, we believe procurement and supply chain functions should create measurable commercial value—not simply process transactions.

Effective procurement is more than negotiating lower prices.

It is about enabling sustainable growth, managing risk, strengthening supplier relationships, improving operational performance, and supporting better executive decision-making.

Our Procurement & Supply Chain Performance Framework has been developed from decades of practical leadership experience across manufacturing, engineering, construction, healthcare, logistics, and infrastructure.

Rather than relying on generic checklists, the framework provides a structured methodology for evaluating every critical component of procurement and supply chain performance.

Each assessment is evidence-based, commercially focused, and tailored to the organisation's strategic objectives.

Our role is not to recommend change for the sake of change.

Our role is to provide independent commercial insight that enables executive teams to make informed decisions with confidence.