

# Service Package | Targeted Savings Workshop

*" Helping Service departments to make sense of their procurement expenditure and identify areas for potential savings based on evidence based analysis "*

## Summary

Many organisations seek to make "across the board" savings without any understanding of the markets in which they are acquiring their services and products. It is not realistic to set a 'one size fits all' target for savings as in some instances, where cost pressures are steepest; this can translate into real reductions in client services. Not good for the clients, the reputation of the organisation or the image of the procurement team.

The Targeted Savings Workshop is run by experienced and knowledgeable practitioners who can interpret the expenditure data, advise on over thirty savings methodologies and help service departments gain real ownership and understanding of why more for less does not mean reducing client services.



*"Having ready access to good quality spend data is one issue, being able to interpret it for the purposes of future planning is another. This programme does both very well."*

**ROB WHITEMAN** Chief Executive  
London Borough of Barking and Dagenham

## Benefiting Organisations

The workshop is run regularly for both our public and private sector clients. It is best suited to more complex, multi-service organisations; although where budgets are decentralised there is often opposition to efficiency programmes. Organisations where the procurement function has engagement problems or is perceived as simply a tactical department would also benefit.

## Format

The process involves a thorough analysis of influenceable third party expenditure derived from either our own data analysis process or that provided for us from other sources.. After this has been completed, two hour sessions with each service department are carried out where the analysis outcomes and expenditure data are presented and discussed with departmental representatives. From this, issues, actions and opportunities are recorded and presented for consultation and then sign off.

## Outputs

- ◆ An expenditure analysis / interpretation carried out by highly experienced and qualified experts. All files are presented back to the client
- ◆ A report setting out the opportunities and actions, recommending how best to unlock the opportunities and the resources needed
- ◆ A presentation of the findings to the senior management team - or at a client nominated level
- ◆ Skills and knowledge transfer to help enable client's staff.

## Find Out More

Contact us on **01874 895 040**

Or email us at [info@sps-consultancy.co.uk](mailto:info@sps-consultancy.co.uk)