

Delivering Rapid and Sustainable Cost Efficiencies

We have a proven track record of achieving outstanding and measurable EBITDA improvement - as One Team, On-Time & In-Full. We do this by structuring uniquely tailored strategies and applying leading-edge procurement tools & processes.

Our Mission Statement of '**People Powered Procurement**' encapsulates our real point of difference, the reason why our clients refer us to others and call us back. Our people, coupled with our market insight, a proven process and leading-edge technology enable us to help organizations unlock sustainable costs savings as well as broader procurement transformation at pace to deliver lasting change.



Who is Procure4?

- A team of 'Supply Chain Management Specialists' drawn from Blue Chip organizations.
- Circa 30 category experts across a full range of spend areas, including Property, FM, Logistics, Food & Beverage, Indirects & Professional services
- Based out of offices in both the UK and US.
- Each Procure4 team assigned to a project is selected to best match the needs and culture of the client, ensuring both high paced and successful delivery of results, and a rewarding experience for all stakeholders involved.
- Currently delivering sustainable value for clients in sectors including: hospitality, retail, FMCG, facilities management, healthcare and public sector.

Procure4's 2018 in Numbers



Spend in Scope: \$220m

Cost Base Reduction ('CBR'): \$20.8m

Average CBR percentage for clients: 9.5%

Example Clients:

Foodbuy
INNOVATIVE PROCUREMENT

pebblebrook
HOTEL TRUST

★ **PRET A MANGER** ★

FLYNN
RESTAURANT GROUP

Groundworks

CAT

PAN GREGORIAN
ENTERPRISES

Nando's

wagamama

PREMIER

itsu
eat beautiful

JONES
Family of Companies

"Your guys were great!"

-Julian Metcalf, Founder of Pret & Itsu



Rapid Category Delivery

During the initial scoping phase, Procure4 will identify 'Tactical Categories', typically spend areas with low brand sensitivity, where we can deploy our Rapid Results Team. A centrally located resource, backed up by leading edge e-procurement tools and robust market data, capable of delivering savings within 6 to 10 weeks of project kick off!

After an individual project assessment utilizing compelling and well proven strategies, this team will quickly engage key stakeholders to ensure that while moving quickly to deliver cost savings, the service & quality requirements of you, the client, remain the key driver.

Our Approach

Procure4 have a proven 5 step procurement process that we call 'Our Approach'. Tailored to meet the differing needs of clients, each category will have a detailed project plan, pre-agreed with the relevant client stakeholder. Project progress is managed by one of our experienced Project Leaders and tracked on our on-line project management system, to ensure all targets are delivered 'On-Time and In-Full'.

Our Approach is underpinned by strong governance; robust data capture, cleansing & categorization; leading edge systems, tools & tactics; rigorous savings audit; and robust compliance processes & disciplines. However, the key to success is excellent client engagement and ongoing alignment, with all decisions regarding supplier, specifications or supply chain enhancement remaining firmly with the client's authorized and accountable stakeholder for that category.

Working Together as One Team

At Procure4 we believe that excellent procurement and supply chain management skills should be a given for all of our Category Experts. Where our great people really excel however is in their ability to combine their technical skills with outstanding leadership capability. On this we are uncompromising.

The ability to put your busy stakeholders at ease is critical, quickly building confidence and trust, such that we can clarify and understand your organization's specific needs. Only then can we establish genuine and ongoing alignment behind a compelling and deliverable project plan for each of the categories in scope.

Commercial Model & Contracting

Our remuneration models are flexible to suit your unique requirements, whether based on a fixed fee, a share of savings or a combination of both.

Many of our clients do prefer our fees to be calculated primarily as a percentage of the annualized savings forecast, as they become payable only once savings have been audited, approved and the financial benefits are being enjoyed by the organization.

Our Finance Team will work with yours to ensure that your business will always be in Net Benefit and that the necessary processes and disciplines are in place for sustainable and measurable cost base reduction.

"My experience has been first rate, wouldn't hesitate to recommend them to another chain."

-Simon Chester, SVP Supply Chain, wagamama



Talk to the team to find out how much we can save you:

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