

## Skills & Knowledge Programmes

# Turning third party expenditure information into cashable savings – interpretation made easy



**KEEP  
CALM  
AND  
SAVE  
MONEY**

This half day programme was developed in response to the widespread demand from people for help in knowing what to look for when using the information generated by expenditure analysis tools. As these tools often cost a lot of money it is important that people know what to look out for and what to demand as standard reports from their providers.

**Aim - To provide a broad understanding of how to interpret expenditure information and use it to find new sources of cashable savings.**

- Delivered on site for up to 16 people of your choice – you provide the location and refreshments, and print the materials - we transfer the knowledge and skills
- This programme has achieved an average delegate assessment of 4.6 (rated on a Scale of 1 (Poor) to 5 (Excellent))
- Fixed cost of £495 plus VAT per programme plus reasonable travel expenses at cost - these will be agreed in advance



“*Very interactive. Using day to day, very relevant examples. Easy to understand and thought provoking, especially in the current economic climate.*”

*Aramide Adeboye - Programme Support Officer,  
Shared Services and Joint Procurement –  
London Councils*

### Who should attend?

Senior managers from service departments who require an understanding of how to seek out new sources of cashable savings in order to make the most of shrinking budgets.

Procurement and finance staff who wish to exploit their expenditure analysis tools to maximum effect, both in interpreting the processed data and improving the accessibility and quality of the tools that they use.

The programme is not designed to train people how to use their expenditure analysis tools but to interpret the information that can be derived from them. You should contact your provider for specific user training.

### Benefits to Individuals Attending

The programme will help representatives:

- Gain an insight into the basic principles of analysing third party expenditure
- Discover how to interpret the information provided to find cashable savings, and what to look for in terms of trends
- Understand the management issues in getting good quality expenditure data to support category management, supplier relationship development, collaboration, improved negotiation and other strategic procurement approaches
- Understand how to manage your expenditure analysis provider to get better reporting and outcomes

### Benefits to Employing Organisations

The programme will help local authorities:

- Accelerate efforts to identify new sources of cashable savings
- Improve return on investment on expenditure analysis tools
- Increase capacity by improving skills and knowledge sets of existing staff
- Drive up data standards and quality



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### Programme Outline

There is a lot of information now available about public sector third party expenditure on products and services. Some authorities pay thousands of pounds to subscribe to these tools but they are of little value unless the data is interpreted to indicate trends which can then be fed into category strategies, supplier relationship development programmes and above all negotiation exercises.

This programme will cover a lot of ground including:

- The core data elements needed for basic expenditure analysis
- The importance of data quality and the correct use of controlled classification and coding
- The key data required for searching and what trends and clues to look
- Expenditure forensics - working off line with other data sources to create business cases
- Using expenditure data for category management, supplier relationship development, collaboration, improved negotiation and other strategic procurement approaches
- Sharing information with other local authorities
- Setting priorities and understanding resource implications

The programme is interactive with a case study.

### Presenter Details

#### Ken Cole

The programme is presented by Ken Cole, former Commercial and Procurement Advisor to Capital Ambition and former Director of the London Centre of Excellence. Ken is a Fellow of the Chartered Institute of Purchasing and Supply (CIPS) and has worked at senior levels in procurement and project management for both the public and private sectors.

He has been involved in the inception of many high profile collaborative projects in London and other regions which have helped public sector organisations make significant cashable savings and expand commercial skills and knowledge.



#### Michelle van Toop MCIPS AIC

Michelle van Toop has over 20 years experience in procurement in both the public and private sectors. Starting off her career in engineering, Michelle is well known as one of the UK's leading experts on efficiency in public procurement as well as being an expert in the EU Procurement Directives and innovation procurement.

As part of her work with the European Commission, Michelle is looking at ways to overcome the barriers that exist to procuring innovation. She is one of the expert advisers on new procurement strategies such as Pre-Commercial Procurement and Forward Commitment Procurement and provides procurement expertise on other important innovation projects, including the Nuclear Advanced Manufacturing Research centre in Sheffield.



#### Rowena Ward

Rowena is an acknowledged expert in procurement business process re-engineering and systems in both public and private sectors. Recent assignments include procurement health checks and benchmarks, business intelligence strategies, business case development, and procurement strategy development.

Rowena is a recognised expert in expenditure analysis and has written several whitepapers and guidance papers on the subject having worked with dozens of councils and collaborative bodies to deliver strategic, systems and savings benefits through improved expenditure analysis including Capital Ambition and the Procurement Agency for Essex (PAE). Rowena developed and now presents the highly acclaimed programme Making the Most of Expenditure Analysis.



### Booking a Place

Booking is easy.

Either e-mail your enquiry to [info@sps-consultancy.co.uk](mailto:info@sps-consultancy.co.uk) or telephone Alison McCreath on **01784 895040**.

The cost is fixed at **£495 plus VAT per programme** plus reasonable travel expenses at cost - these will be agreed in advance.