



SPEND ANALYSIS – PROCUREMENT SAVINGS

We meet many staff who have been asked by the CEO, “how much do we spend on (or with) “X”? Two days’ work, thousands of lines later, you have the answer. This should be answered in *minutes*. Spend analysis is the key.

For many people we meet this is a new term. However, for many companies it is the key to financial performance improvement. Saving money in simple terms. This course suits staff in procurement and finance.

Spend analysis, like many tools and techniques, was once the preserve of larger, more affluent companies. Not so anymore. We call our programme **SpendataWorx**.

WHY SPEND ANALYSIS?

Many companies have complex chart of accounts and a wide range of account codes. Often these codes do not match to a purchase in the real world. For example, print may be classified in the accounting system as “purchased services – other”.

Making sense of organisational spend becomes increasingly more difficult as the volumes grow. However, there is a solution.

THE PROGRAMME

Our programmes focus on:

- Why is spend analysis the right training?
- Software available – pros and cons.
- Using Excel as a start.
- Techniques to interpret the data;

- What to extract – and from where.
- Structuring the data to provide spend or cost clarity;
- What information to act on.
- Measuring savings;
- Supplier contract compliance.

OUR APPROACH – LEARNER AND ORGANISATION COMMITMENT

This programme carries Certification through ITOL. It is facilitated or web delivered. Learners must have access to Excel.



For full certification, learners need to complete all course elements and the final test.

We also work with learners to help develop category structures and create useable spend analysis information – and how to act to deliver change

As with all our programmes, emphasis is on *doing*.

WHAT NEXT? Talk to us.

Call Tony on 07928500746.