


PMMS Asia Pacific develops procurement team to improve credibility and impact across the business

Client	Situation	Approach	Benefits
<p data-bbox="217 486 430 629"><i>Australian Resource company</i></p> 	<ul data-bbox="576 486 910 1048" style="list-style-type: none"> • New manager inherited disparate procurement team with mixed levels of capability. • No repeatable methodology between team members, and no history of investment in people skills • Procurement widely regarded as “out of touch” with the business and its needs. 	<ul data-bbox="980 486 1334 1162" style="list-style-type: none"> • Client selected PMMS to profile team with a “development centre” and develop personalised career paths for individual team members. • PMMS worked with senior team to develop a repeatable methodology and populate with appropriate tools and techniques. • PMMS delivered variety of workshops and mentoring to embed the tools and the process 	<ul data-bbox="1372 486 1709 1296" style="list-style-type: none"> • Procurement team motivated to address rebuilding internal relationships. • Initial projects for coaching delivered return on investment on training. Some key “wins”, but made by business not procurement. • Real savings = consumption x compliance x cost delta • Team build credibility with stakeholders and pitch for access to new projects. Interaction increased based on common vocabulary.