


PMMS manages post merger purchasing integration programme

Client	Situation	Approach	Benefits
<p data-bbox="186 515 338 625">Large Insurance Company</p> 	<ul data-bbox="491 511 852 1018" style="list-style-type: none"> • Merger of two significant insurance companies generating huge potential for synergy in supplier management • Purchasing and supplier management recognised as a key contributor to overall profitability, but unsure how to maximise its role 	<ul data-bbox="921 486 1283 1110" style="list-style-type: none"> • Purchasing integration programme launched • Group Purchasing value proposition established • Purchasing resource needs identified and fulfilled (recruitment & training) • Strategic Purchasing programme in key supply markets installed 	<ul data-bbox="1334 486 1738 1089" style="list-style-type: none"> • Purchasing now represented on the main Board • Substantial cost reductions through effective supplier management now secured. • Relationship Management now on the Executive agenda of both Client and key suppliers in order to generate further value through collaborative working