

Tender Management

An end to end tender management service provided by Costmap Advisory experts is a key feature of our portfolio. The service aims to support organisations to achieve the following objectives:

- Scope of work review/development.
- Pricing and Remuneration development.
- Market analysis and development of bid list.
- Negotiation of exceptions.
- Contract Execution.
- Draft contract development.
- Performance measures development.
- Response management to clarification.
- Commercial and legal negotiations.

Spend Analysis

The hallmark of Costmap Advisory's unique Spend Analysis service is to cleanse your data, understand your purchase history, aggregate suppliers, classify spend, and create a strategic sourcing roadmap for greater savings and easier-to-manage spend categories. Our spend analysis service is designed to combat a common business paradox, i.e. identifying and classifying spend is extremely challenging. Organizations struggle to fight the complexity of spend analysis by adding more complexity. Spend Analysis require significant investments of money, time, and IT resources to implement.

Costmap Advisory's spend Consultants break down the spend analysis process into a few logical steps, collect the data, consolidate and cleanse it, and classify it in a way that makes sense for your organization.

Procurement Process Development

Defining and codifying the procurement process is an effective way for a business to establish sound procurement in business processes and the steps involved within a procurement department. The aim of a procurement process is to help identify the exact process in which an organisation can obtain products and services efficiently and cost effectively. A clear and well defined procurement management process will help to minimise errors, save time and help to identify areas that can be automated to streamline procurement management processes.

Experts at Costmap Advisory are uniquely positioned to develop and/or upgrade the procurement processes and procedures for your organisation, small or large. Our experts will utilize their expertise to understand the best fit for your organisation given the unique culture it possesses.

Low Cost Country Analysis

No one country can make everything best, and inexpensive. Sourcing demand from low cost countries can provide lower unit costs due to economic boom, low costs of labour and overhead and the increase in global trade.

Costmap Advisory's strategic sourcing process will help identify which supply markets are attractive based on the following criteria:

- Comparative growth rate of the economy.
- Available "on the ground" resources.
- Inexpensive but skilled labour.
- Size of the applicable supply base.
- Stability of social and political environment.
- Size of the target marketplace for your organisation.

M&A Procurement Support

Procurement is an important lever in any M&A activity and has the ability to empower teams to arrive at an accurate valuation, understand risks and recommend risk mitigation for a successful integration.

Mounting procurement as the point of convergence prior to a M&A can enhance the benefits, reduce time and improve overall results in the midst of such a flurry.

Costmap Advisory can support organisation's M&A activities in the following manner:

- Collaborate with other functions involved in due diligence to understand the company's strategic direction as a unified organisation.
- Plan procurement's role in supporting the M&A initiatives.
- Collect initial data to begin identifying short and long-term cost reduction opportunities.
- Support planning of procurement specific strategic initiatives.
- Analysing merged company's spend to identify cost reduction opportunities.