

Supply Chain Newsletter – Volume 1, February 2008

Provided by: ACM Consulting Inc. – Integrating supply chains, Project management solutions, Procurement services

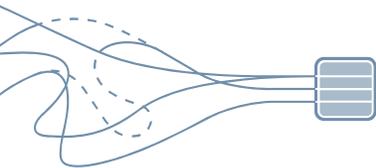
ACM Consulting Inc. provides supply chain and business solutions that will have a positive impact and provide value for an organization. That value can manifest itself in many ways: increased employee productivity (getting more value for the same costs); increased satisfaction by employees, customers or suppliers (providing additional value); more efficient use of processes and technology (increasing value through strategic investments); and cost avoidance through decreasing processing costs (getting the same value for less money). We work with clients and potential clients to develop executable and sustainable solutions.

What's new?

Aberdeen Group recently completed a research study on electronic Procurement (e-Procurement) performance where they polled 622 organizations. The report identified the benefits that are being achieved by best-in-class e-Procurement organizations. These results showed that by having a higher amount of spend under management (contracted items processed through the procurement system) and a shorter requisition-to-order cycle time, best-in-class organizations used e-Procurement technology to **reduce processing costs by up to 33%** and **to reduce maverick spending (items purchased off contract) by over 40%**. (Article: *E-Procurement: Trials and Triumphs*) For a copy of this article, please contact Andrew Miller.

Below are five things to consider before **sourcing products or services globally**:

- Ensure you understand the negotiation tactics used in the suppliers home country, if not, use a professional who does;
- Ensure you know of any applicable taxes or import/export fees;
- Ensure you understand any currency risks;
- Ensure you understand the level of quality of the product or service being received;
- Ensure you understand the level of post sales support you should expect if problems arise.



Recent projects

- ***Successfully led*** a Healthcare client through a tendering process leading to the selection of a preferred supply chain software supplier
- Taught a two-day Contract Management and Procurement course at various Canadian universities to more than ***120 Project Management professionals***.
- Authoring a ***monthly blog*** for a Project Management online magazine (www.projecttimes.com)
- Actively ***fundraising*** for the Mount Sinai Hospital and the Samuel Lunenfeld Research Institute

ACM Consulting Services

Integrating Supply Chains

Providing strategies to improve the management of your supply chain and bringing value to your business decisions.

Project Management solutions

Providing solutions for the development of a successful project culture including the creation of methodologies geared towards the completion of successful projects.

Procurement Services

Adding value to existing sourcing and tendering processes including the creation of procurement policies and learning more effective negotiation tactics.

For more information please contact Andrew Miller at 416-817-1336 or visit our website at www.acmconsulting.ca