

The Company

3i is a listed FTSE 100 international investor focussing on Private Equity, Infrastructure and Debt Management and has approximately 500 staff world-wide. It operates across 16 offices in 14 countries around the world with the head office in London.

The Challenge

3i has a small but well established internal procurement team. It has delivered year-on-year savings and manages suppliers to deliver the high quality services required by internal stakeholders. The size of business spend and the diversity of spend categories, however, created a challenge for 3i's procurement team to manage cycles of demand and the breadth of category expertise required.

buyingTeam's remit was to enhance the effectiveness of the team to meet demand, respond to new or varied category areas and to allow the team to better engage with the business to drive sustainable business benefit.

Our Approach

3i is a long-standing client of buyingTeam and the model applied to best meet 3i's needs has evolved over time. Under the current three year agreement buyingTeam has integrated with the business, understanding its culture, delivering projects and, importantly, working closely with the 3i procurement team to bring in category expertise as required creating a flexible and dynamic team.

Embedded within the business, buyingTeam can quickly understand the needs of 3i viewed against its culture and particular attitudes to change. This approach reflects that one size doesn't fit all and allows buyingTeam to better facilitate and deliver change through deep integration into the client. Beyond working with the procurement team to identify projects through data analysis and opportunity assessment, buyingTeam's delivery team has quickly become the central point for stakeholders needing assistance in the business.

Through regular updates buyingTeam and the procurement team plan and prioritise projects and discuss what category expertise is required and when.

3i takes a base commitment of category expertise to assist with projects each month. This ensures that the right skills can be drawn upon to deliver a wide range of projects across all spend categories. For 3i, no area of spend is out of scope. Category experts are there to be used by 3i for briefing calls, to add knowledge ahead of new stakeholder meetings, benchmark and offer market analysis and of course drive and deliver procurement projects of all scales.

When 3i began to explore outsourcing its data centre, buyingTeam ICT expertise helped to build the commercial case and drive the project to ensure that all targets relating to service and risk were met whilst achieving significant year on year savings.

At the same time, a buyingTeam travel category expert was tasked with working with 3i globally to implement a single travel management solution. One of the key challenges here was to secure company-wide buy-in. Having achieved this and delivered on project targets, 3i internal staff were up-skilled to take over the management of the solution.

The Benefits

The 3i procurement team is able to report to the business that:

- In the year to April 2011 the team jointly delivered significant savings of c.20% of reviewed spend, with additional multi-year benefit
 - Strong savings results from the previous two financial years were exceeded
 - Over 90% of influenceable spend is now under management or engaged
- Frequently, 3i procurement is now proactively engaged by stakeholders within the business. Feedback acknowledges that Procurement is helping departments to meet budgets, reduce commercial risk and ensure a best route to market approach. Contrary to many stakeholder fears, Procurement has helped to improve relations with incumbent suppliers rather than jeopardize them.
- Procurement now reports into the Group FD. This further ensures excellent leverage within the business.
- Procurement has become more strategic. Successes delivered in managing business spend have created a platform to engage the business on core professional services. The team is further working with 3i's Portfolio Companies to build value and help increase the return on 3i's equity investments.

Quotes

"3i has engaged buyingTeam for a few years now and our relationship has endured due to buyingTeam's consistent delivery of high quality service and tangible results. They have a deep pool of procurement talent and category expertise that I can call upon and this enables me to plan for and meet demand across all categories of indirect spend. Overall they do a great job for us."

Lewis Claxton - 3i Procurement & Property Director

"buyingTeam has greatly contributed to our target, increased engagement across the business and strengthened relations with immature parts of the business. Generally I would rate performance and delivery as excellent."

Dyfan Lewis - 3i Procurement Manager

About buyingTeam

Procurement. Redefined.

buyingTeam is a procurement outsourcer and solutions provider, bringing extraordinary benefits to blue chip organisations across Europe and North America via an innovative knowledge-based shared services model. Fundamental to our success is how we change the way our clients think about procurement, redefining it as an indispensable strategic tool at the heart of the business. By doing so, we release procurement's potential to make our clients leaner, fitter, stronger organisations.

Having grown at more than 25% a year for over five years, we are now the largest shared services procurement operation in Europe, constantly building and sharing our expertise across hundreds of categories and delivering an average saving, on total expenditure, of 8% - 15% back to our clients.

Mission and Vision

Our mission is to release procurement's potential, redefine it, move it to the heart of business, and make our clients leaner, fitter, and stronger as a result.

Our vision is a world in which procurement has been redefined as an indispensable strategic tool at the heart of every business.

- We aim to inspire the trust of key CFOs and CPOs by releasing procurement's potential to deliver them large returns and increased shareholder value
- We'll do this by working tirelessly to develop deep connections and an acute understanding of their highly specific business needs, and use that understanding to carefully apply expertise and sector-leading innovative thinking, including our 'shared services model', to resolve issues pertinent to each individual organisation.
- In time this confidence will lead to buyingTeam assuming a fundamental strategic role at the heart of our clients' organizations.

For more information, contact us at



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