

Category Management Strategy



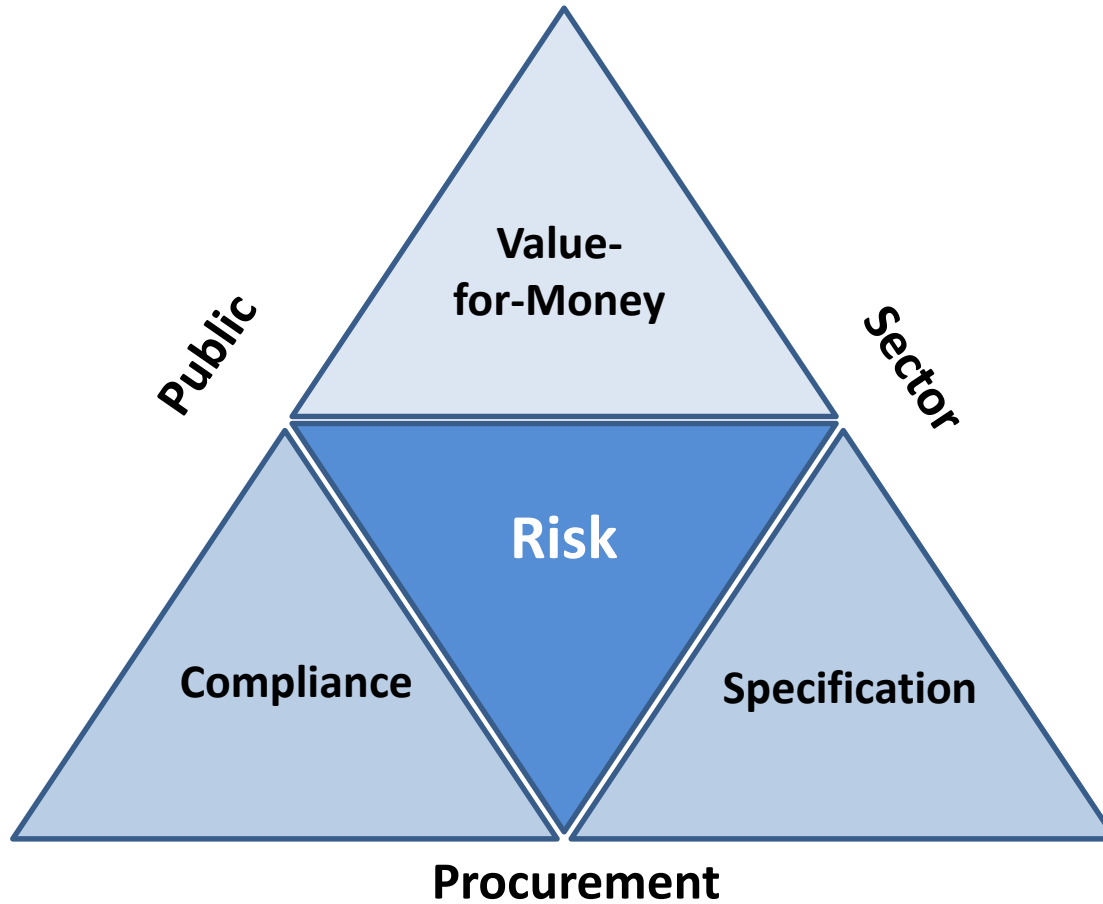
Presented by: David Mangan, EPS Portfolio Manager
& Neil McCarthy, EPS Category Manager



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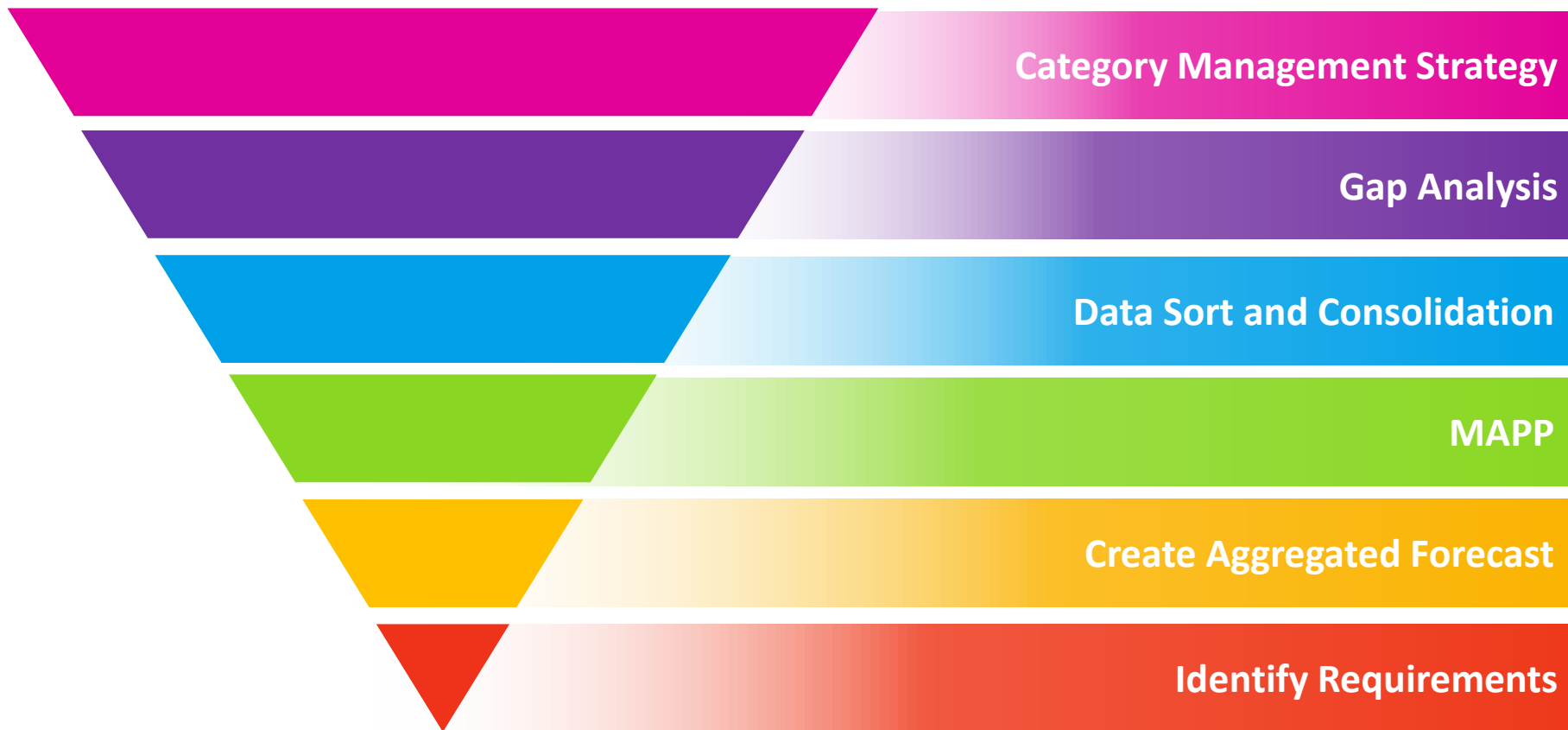
Requirement Planning: Consideration Factors



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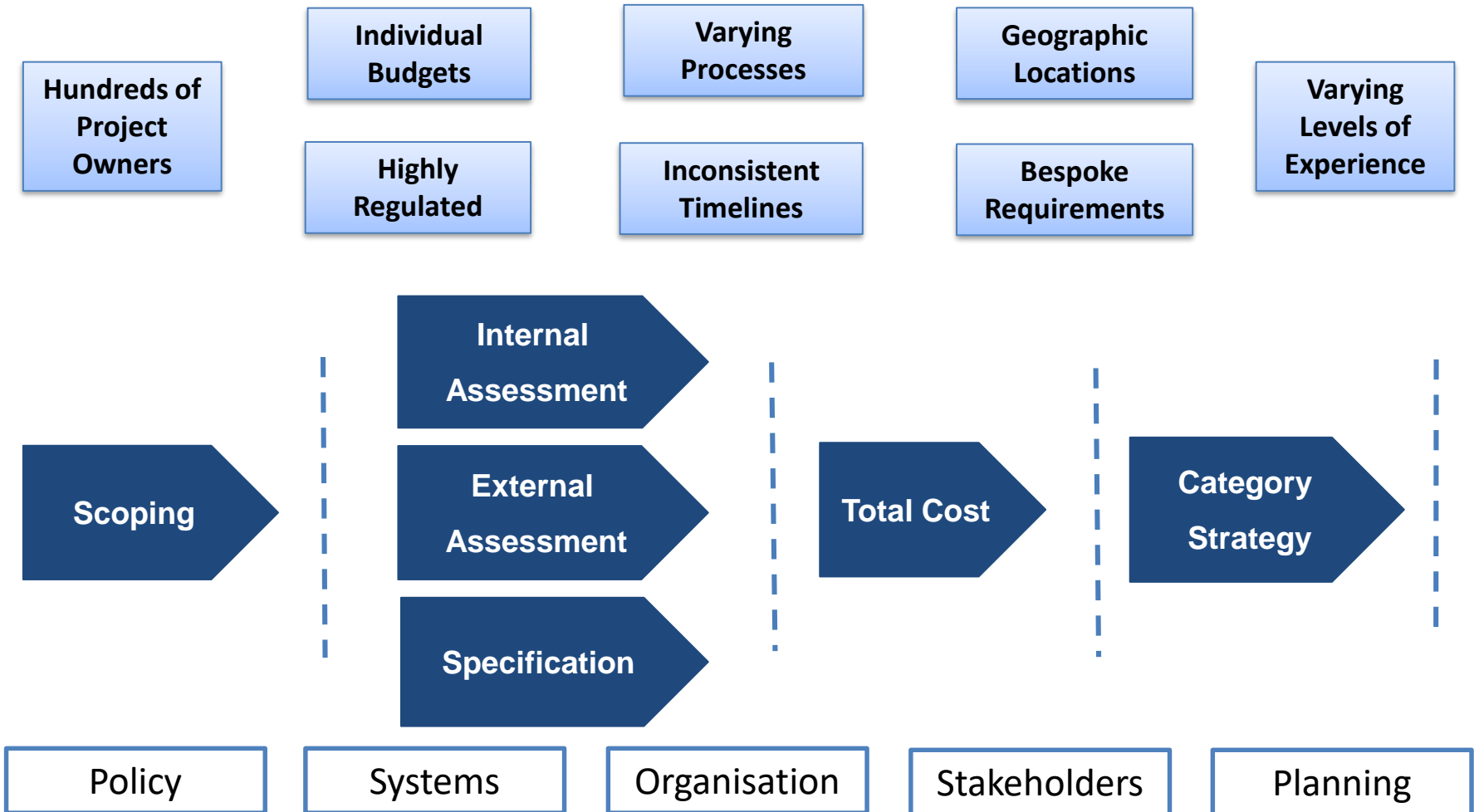
Planning a Category Strategy



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Category Planning Process



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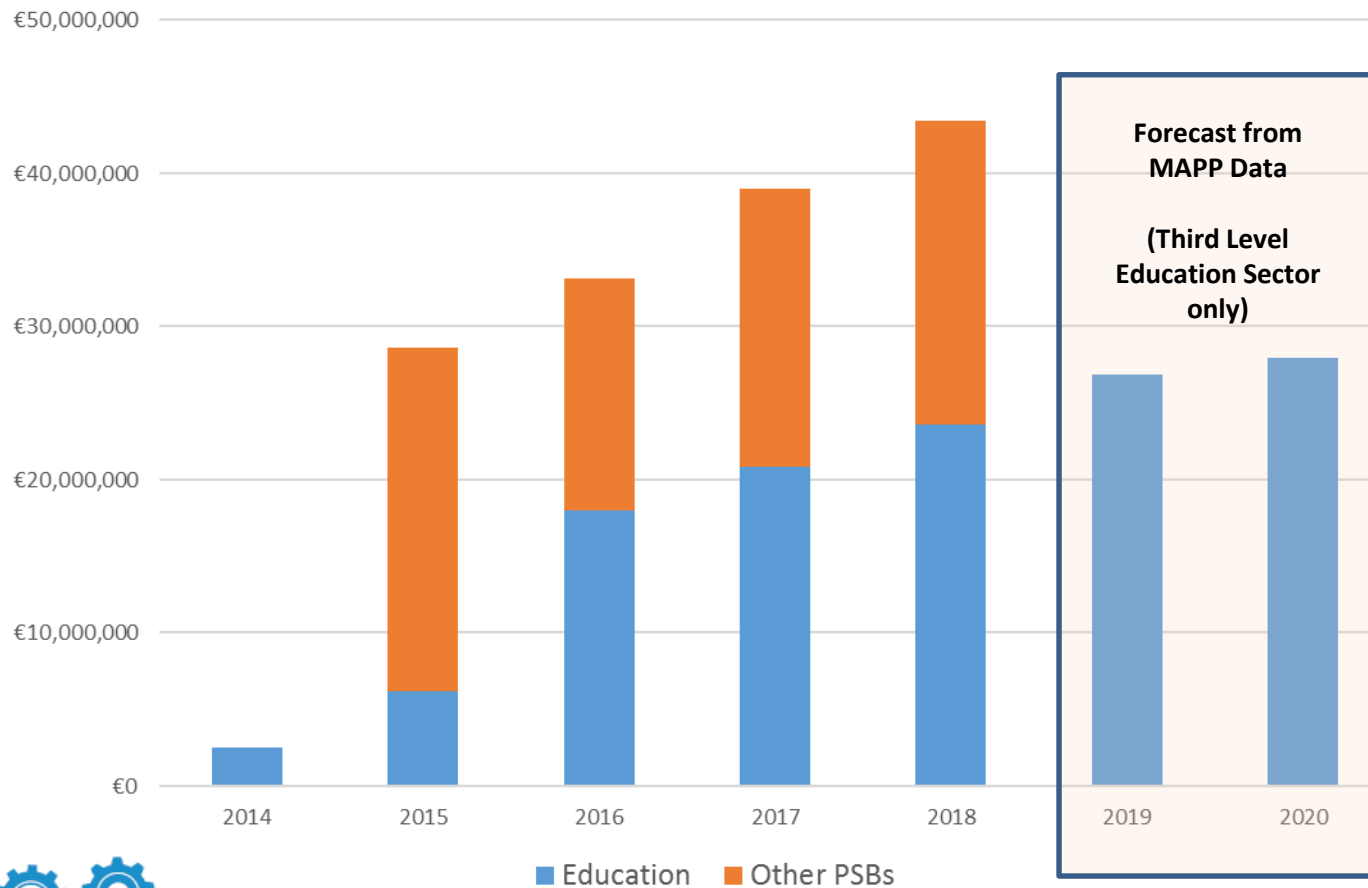
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TO OPTIMISE VALUE NETWORKS

Category Management: Research

Internal
Assessment

External
Assessment

Total Spend 2015-2018



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Scoping a Category: Laboratory Example

Scoping

Original Lab Sub-Categories

- **Equipment**
- **Services**
- **Diagnostics & Systems**

Revised Lab Sub-Categories

- **Lab Consumables & Low-Value Lab Equipment**
- **High-Value Lab Equipment & Systems**
- **Lab Services**
- **Life Sciences & Reagents**
- **Bulk Chemicals**
- **Lab Gases**
- **Hazardous Waste**

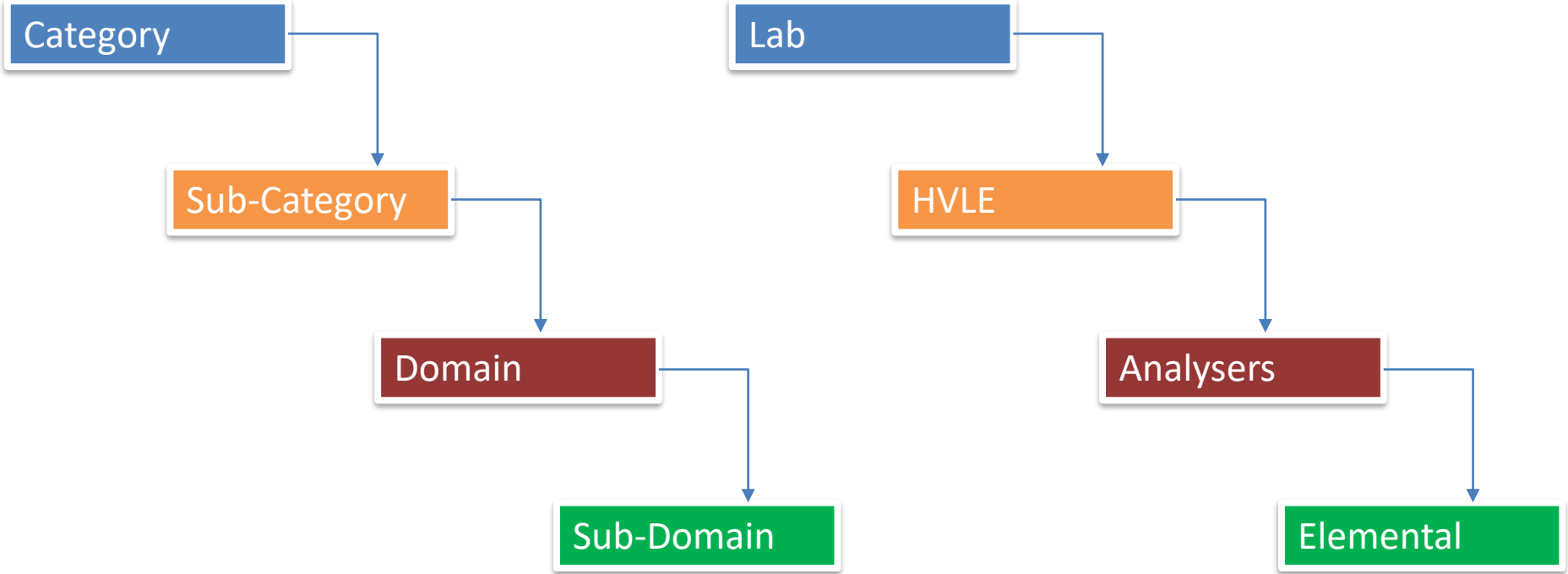


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EDUCATION PROCUREMENT
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TO OPTIMISE VALUE NETWORKS

Sub-Categorisation: Scoping High Value Lab Equipment



Category Planning: Future Trends and Insights

Lab/Research Example

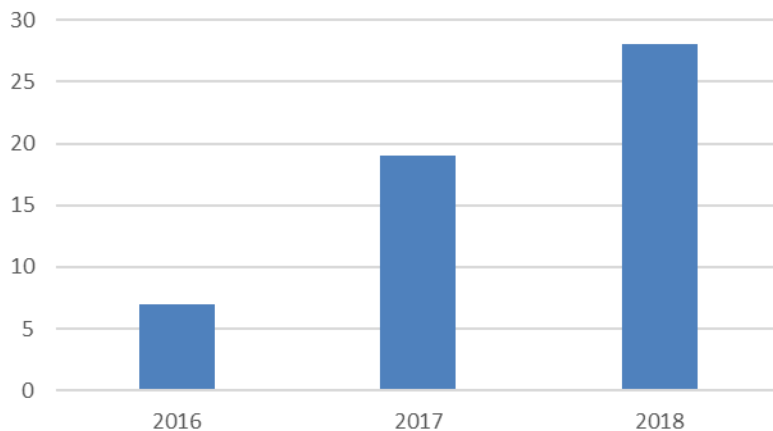
Manufacturing Technology & Engineering Research

Robotics & Automation

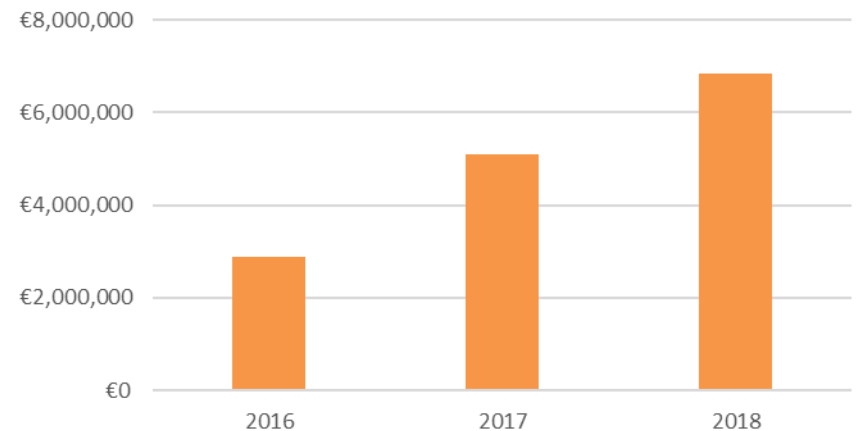
3D Print & Additive Manufacturing

Engineering & Measurement

Number of Competitions



Value of Competitions



Category Planning: Realising Added Value

How to add value by adopting Category Management?

Cost Savings

**Additional
Warranty/PM**

**Ex-Demo &
Refurb Offers**

**Promotions:
Consumables,
Clearance**

**Green &
Sustainability**

**Training
Solutions**

**Asset
Register &
Aligning
Contracts**

**Cost Avoidance
& Added-Value**

**Vendor-
Managed
Inventory**

**Managed
Service Vs.
Outright
Purchase**



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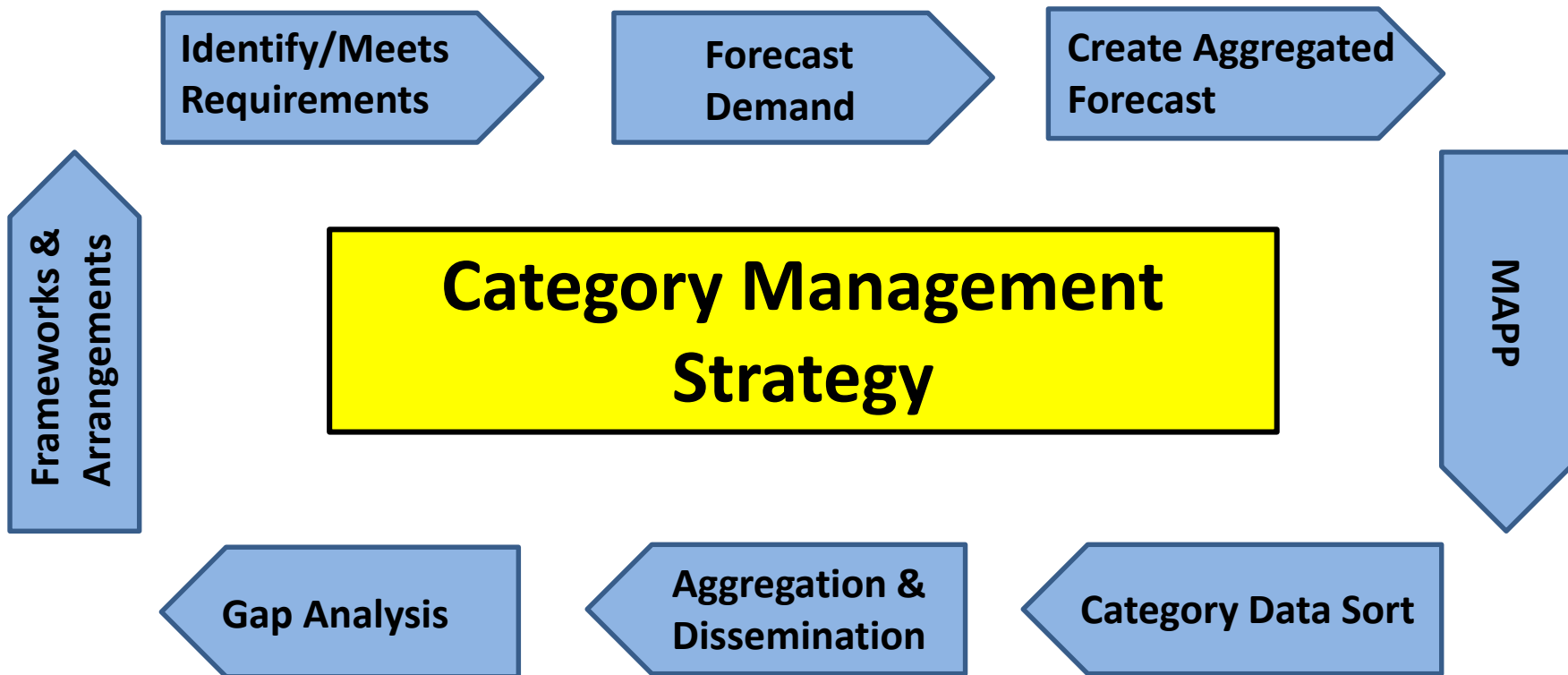
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LEVERAGING RELATIONSHIPS
TO OPTIMISE VALUE NETWORKS

Category Management Outcomes: Planned Arrangements 2019/20

Lab Framework/Arrangement	Delivery	Client
1. LDD001F Lab/Research Chemicals & Reagents Framework Agreement	Live	All PSB's
2. LEE002F Lab Gases Framework	Live	All PSB's
3. Project 10421 Dynamic Purchasing System – HVLE, Lab Services, LVLE & Lab Consumables	Q2, 2019	All PSB's
4. Hazardous Waste (HSE-led) Framework	Q2, 2019	All PSB's
5. HEI Laboratory Consumables Framework	Q2, 2020*	All PSB's



National Procurement Model: Aggregation & Consolidation



Public Sector Procurement – A (Devolved &) Evolving Model moving....



.....Towards Strategic Collaboration

End



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