



Enabling purchasing

Solutions to help uplift the capability of your purchasing team and deliver dramatic benefits to your organisation

Positive Purchasing

Supply Side CR (Corporate Responsibility)

Do you know what lurks in your supply chains? We can help. With approaches to assess supply chain detrimental impacts we can help develop prioritised improvements at factory or plantation level. We can help your purchasing function play a lead role in protecting and enhancing your brand through improved management at the extremes of your supply chains.

Purchasing Toolkit

Best practice tools, templates, process and reference materials for purchasing practitioners, fully customised to the organisation and available in a variety of forms including our on-line Purchasing Academy extranet solution with optional e-auction and e-rfx modules.

Purchasing Strategy

Support and coaching for executive teams to help develop and implement purchasing strategy, aims and objectives aligned with wider overall organisational goals. We can help with purchasing organisation design, recruitment, assessment and training of individuals to create the optimum team.

Enabling Purchasing

Through seven core areas

Supply Side CR (Corporate Responsibility)



Purchasing Toolkit



Low Cost Country Sourcing



Procurement Development



Enabling Purchasing

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Purchasing
Strategy



Supplier
Relationship
Management



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Category
Management

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Supplier Relationship Management

Approaches for the critical few strategic suppliers and help to fix outsourced relationships where the balance of power seems to have tipped in the suppliers favour. Our Supplier Relationship Management programs concentrate on helping identify where supplier management is required and we can help to establish the right relationship, performance measures and improvement programs for these suppliers.

Low Cost Country Sourcing

Our Low Cost Country Sourcing programs can help you establish direct sourcing in emerging markets. Working closely with the factories we can help source for you or help you establish your own relationship and local presence to enable you to manage your own sourcing arrangements in these territories.

Category Management

Dramatic benefits using our Category Management approach. We can help unlock the value in your supply chains in the form of savings, increased innovation and reduced risk. Using the Positive Purchasing Category Management process we can equip your business with best practice processes and approaches and help you achieve real and sustainable supply chain benefits.

People Development

Effective solutions to uplift the capability of your purchasing team. Our competency assessment programs can evaluate how your team compares against best practice to create a prioritised people development program specific to your organisation. We can help uplift capability through our extensive range of inspirational education and training courses, with learning further embedded through our workplace coaching programs. We also offer certification options to recognise achievement.

How we can help to better enable purchasing in your organisation

Positive Purchasing is a strategic consultancy and training company with global reach. We work with companies all over the world to help enable purchasing and deliver dramatic improvements. We do this through our seven core areas of support. We can help better enable purchasing in your organisation and we can tailor our solutions to meet your specific areas of challenge. Call us or email us today to find out how we have helped many household name companies transform their purchasing and how we can help your organisation.

Positive Purchasing was founded in 2003 by Mark Hubbard and Jonathan O'Brien. Since then we have steadily grown into one of the leading strategic purchasing specialists. We are based in Plymouth in the UK with offices and alliance partners all over the world.

We set out to create a people orientated environment where exceptional, experienced and highly talented practitioners can realise their potential. We also set out to create a business where our clients love what we do every time and gain a real and sustainable uplift in purchasing capability. Our approach is refreshingly different and our team are passionate about what they do.

As organisations face ever increasing pressure to reduce supply side costs and improve effectiveness, we can help enable purchasing to respond to these challenges.

Phone +44 (0) 845 331 3312
email team@positivepurchasing.com
www.positivepurchasing.com

*World
Head
Office*

Positive Purchasing Ltd
Lynher Building
Queen Anne's Battery
Plymouth
PL4 0LP
UK

Phone +44 (0) 845 331 3312
www.positivepurchasing.com

Asia

Positive Purchasing Asia
2112 Shanghai Overseas Chinese Mansion
129 Yanan Road (W)
Shanghai 200040
People's Republic of China

Phone +86 21 61458431
www.positivepurchasingasia.com



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