

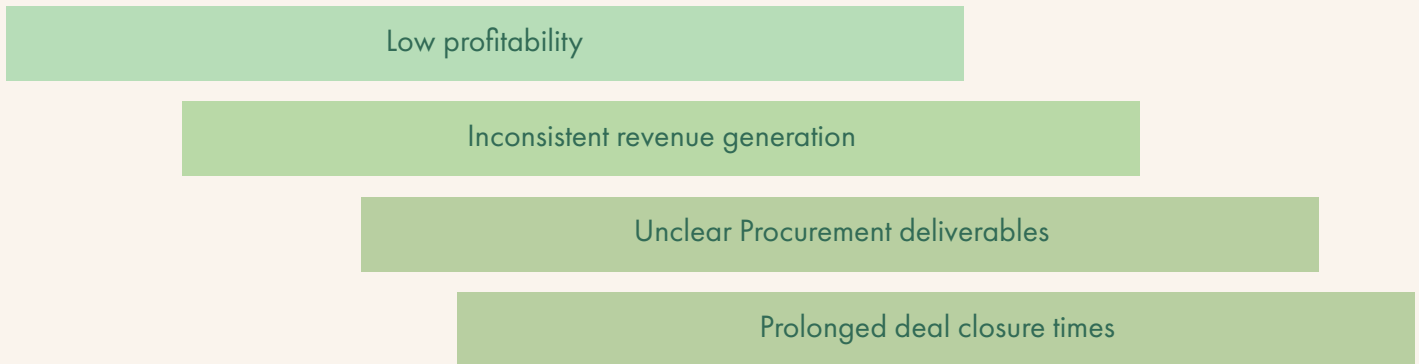
Fractional Procurement leadership boosts both top and bottom-line outcomes

CONTEXT

Minority-owned boutique Procurement consultancy needed to fill a Procurement executive vacancy efficiently to ensure clients were not impacted.

CHALLENGES

Inconsistent revenue growth and impacted profitability due to...



THE SOLUTION

1 UNDERSTAND CURRENT STATE

- Map current process flows
- Understand client expectations
- Evaluate team's understanding of deliverables

2 ROOT CAUSE ANALYSIS

- Unclear service offerings hindered timely deal closures
- Procurement goals did not align with revenue growth objectives
- No consistent process flows and accountability

3 CREATE FUTURE STATE PLAN

- Build robust processes with clear accountability
- Redefine service offerings for profitability and client satisfaction
- Align Procurement deliverables with business goals

RESULTS

\$200K+

cost savings with fractional hiring

10x

revenue growth through redefined service offerings

NEXT STEPS Enhance service offerings with better customer segmentation to ensure maximum profitability

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