



Using technology to help organisations adapt to the changing economic landscape

Leading Resolutions helps companies reduce cost and improve remote workers productivity by transforming technology and the way it is delivered. We do this in three ways:

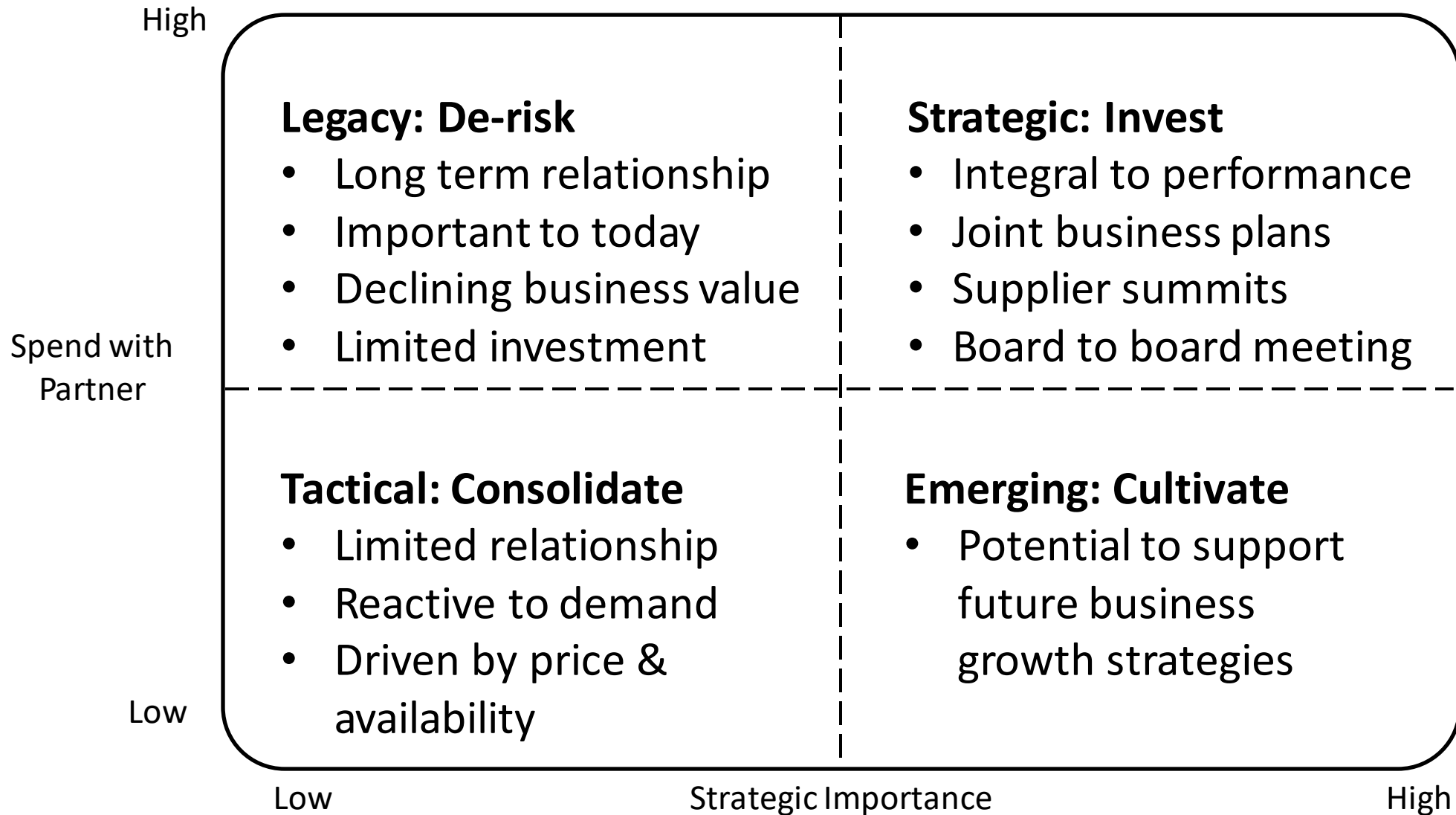
- 1. Remote Employee Experience** – ensuring home working employees have secure access to IT services, are engaged with the company and productive in their work
- 2. Technology Enabled Cost Reduction** – Using technology to deliver cost savings across the business while optimising IT expenditure
- 3. Digital Innovation & Transformation** – Leading digital innovation to transform business and to adapt to the changing market landscape



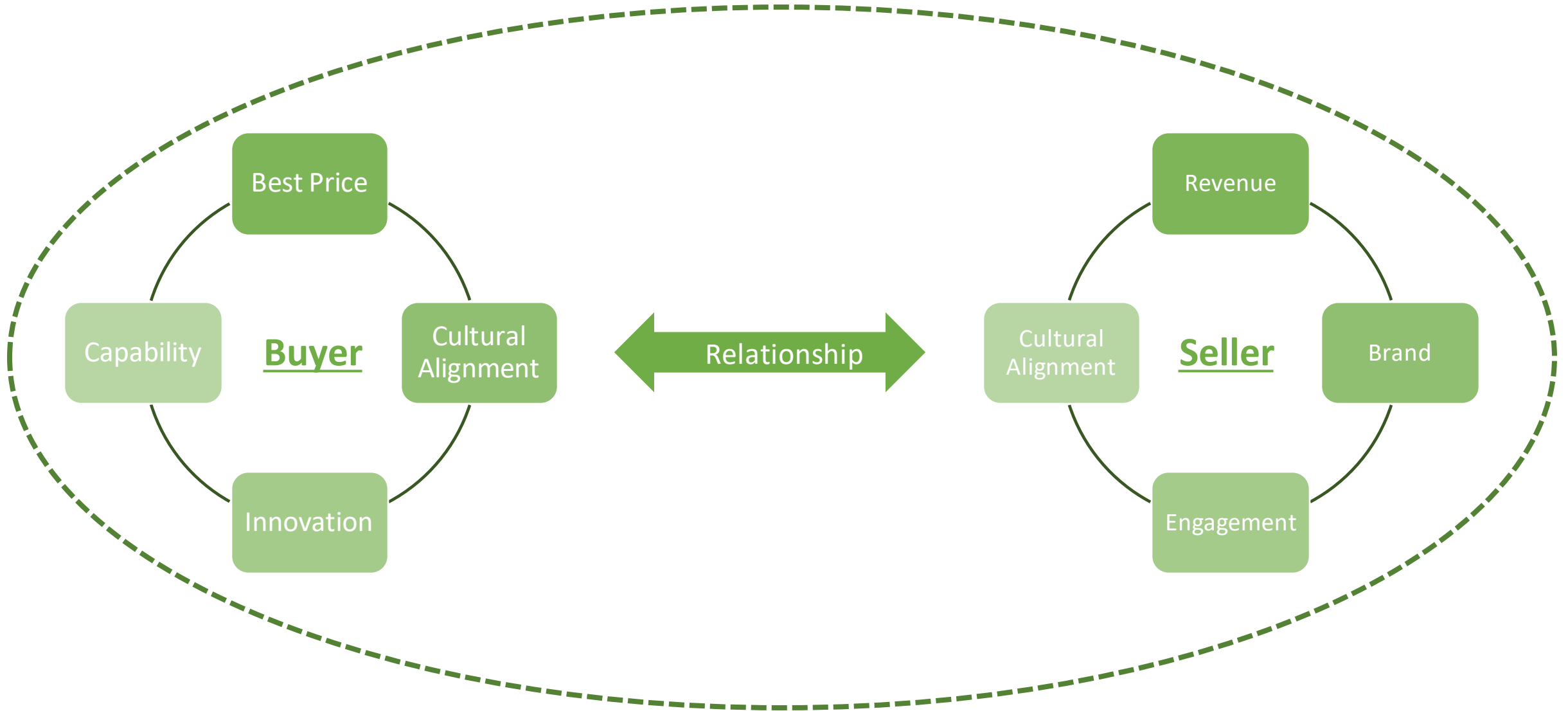
The economic down turn means organisations must reduce their cost base to survive. Investment decisions are typically multi year and produce an inflexible cost base. Making the cost base as efficient and flexible as possible is the key to ensuring long-term sustainability.

- 1. Technology enablement** - we use technology to reduce organisational cost
- 2. Spend analysis** - we assess how budgets are consumed and allocated
- 3. Supplier Relationship Management** - we reduce the cost IT expenditure compared to the market

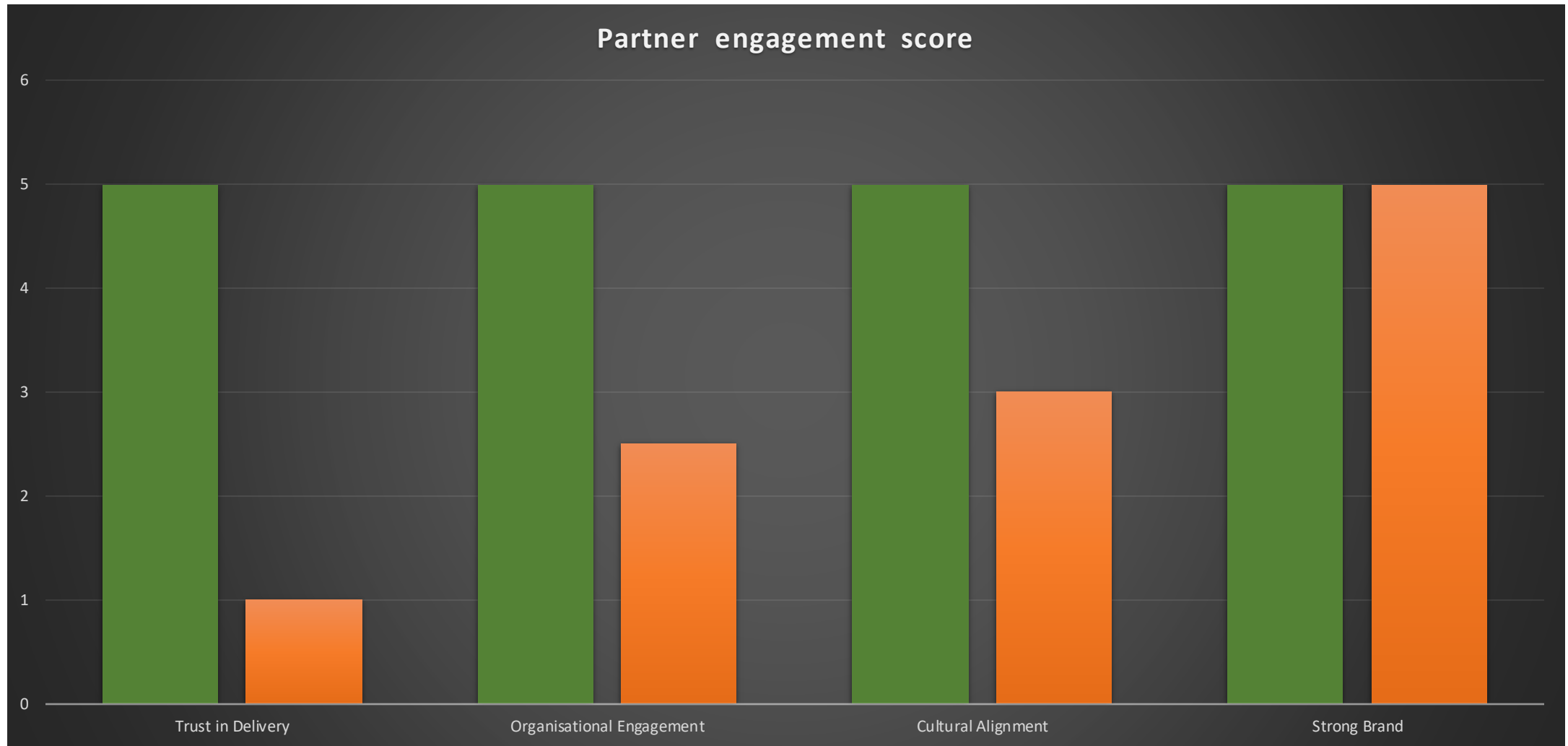




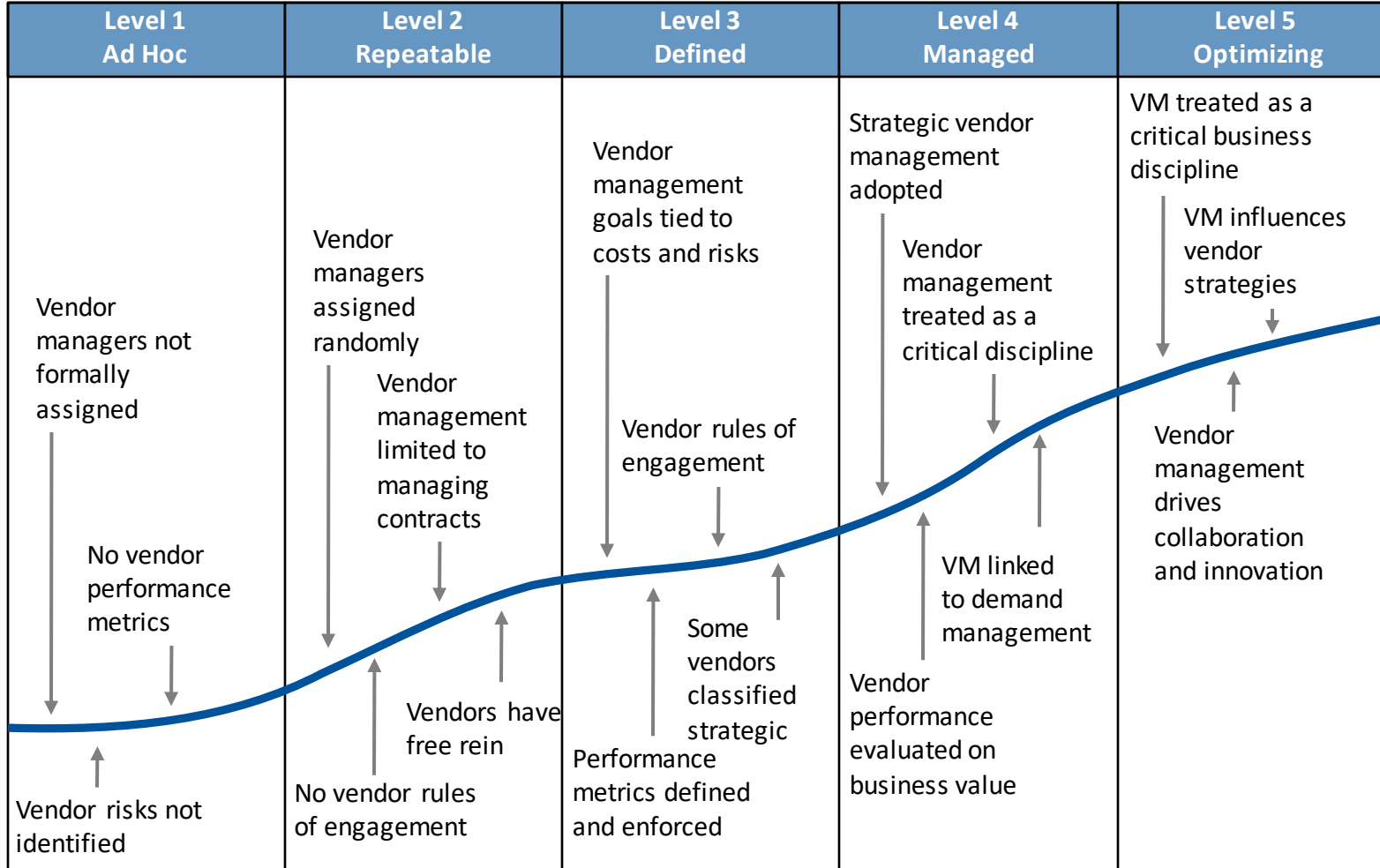
Its important to understand the motivations of both the buyer and seller of the product



Survey your suppliers to find out why they want to work with you



We are experts in vendor management and the model we use is aligned to the Gartner model of what ‘best in class’ vendor management looks like in organisations.



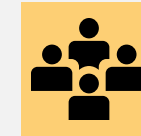
Four Dimensions:



Governance



Process and Tools



People and Organization



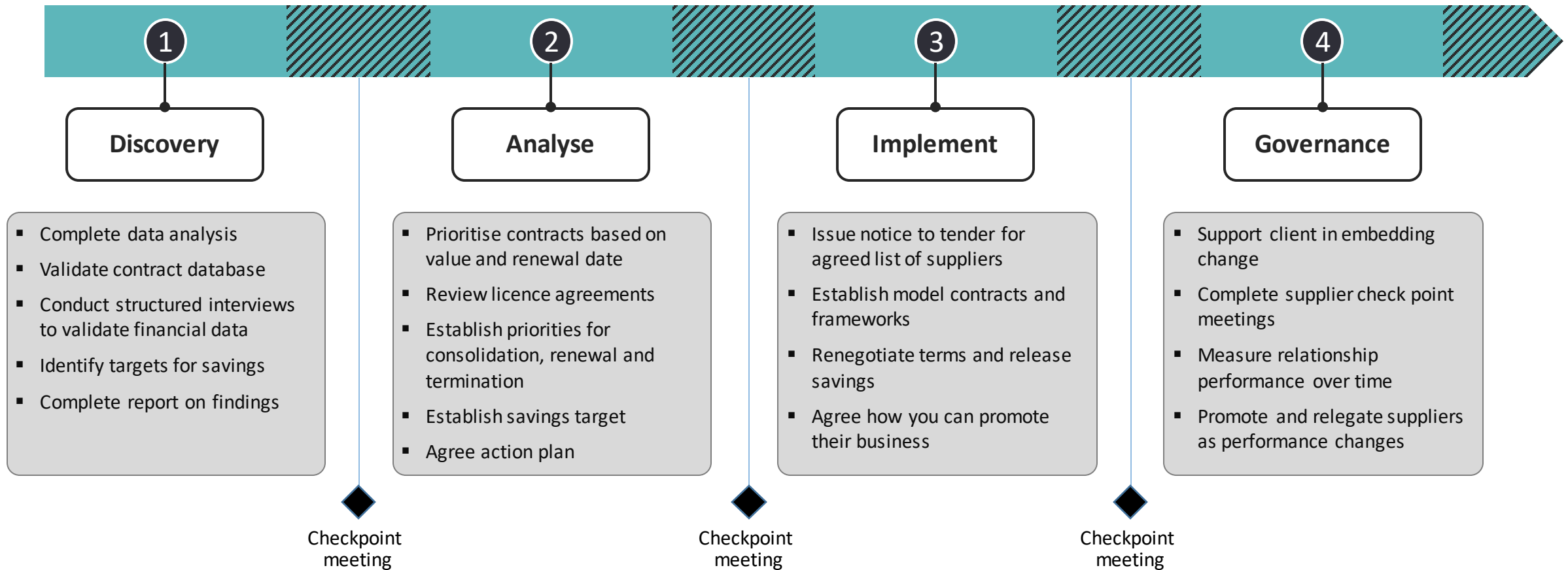
Analytics and Trending

The key to reducing cost and maintaining good service through Supplier Relationship Management is understanding the drivers from both sides of the relationship, being clear about the service/product and openly measuring performance.

1. **Understand expenditure** – establish what you spend with who, and how important is it to you
2. **Classify suppliers** – get to know your key suppliers business and how the service is delivered
3. **Motivations** – make yourself important to them, consolidate spend, reference calls and conferences
4. **Measure performance** – measure the performance of the relationship over time
5. **Don't buy on price** – don't buy on price unless you understand quality



We follow our four step methodology which has been successfully employed within client organisations, working collaboratively with their people using our structured IP and templates.





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