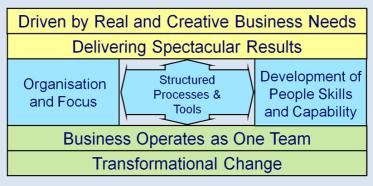
NewDawn Partners

"You get the quality of suppliers your efforts deserve"

W Edwards Deming

Is your Purchasing team well-prepared for the challenges of the new decade?

NewDawn Purchasing Improvement



Leading to a team focused at creating value by shaping supply markets rather than reacting to events by:

- Ensuring that everyone has total "Belief in the Mission"
- The creative use of robust tools to understand the market drivers in depth
- Generating & implementing innovative supply market strategies
- Embedding enduring change

Please contact The NewDawn Partnership at: info@newdawnpartners.com www.newdawnpartners.com

NewDawn.NewClimate.NewPerspectives

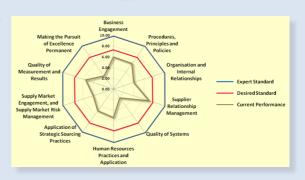
Creating value by shaping supply markets rather than reacting to events

- NewDawn Dynamic Category management process drives creative solutions to change markets
- Cross functional teams driven by real business needs ensures the business operates as one team

Strategy Development Engage the market in the right way Communication plan · Various tools to understand the market · Generating creative strategy dynamics throughout the supply chain • Cost and risk analysis options • Evaluating strategy options Relationship Development against business needs Negotiation plan Defining and agreeing Real Business needs Agreeing preferred option Joint commitment to Securing business support deliver the result Analysis Implementation

Purchasing Health Check

- Measures the performance of the purchasing organisation against 10 key criteria which collectively define best practice
- Identifies areas for performance improvement
- Provides the platform for Transformational Change



Transformational and Enduring Change Action Plan

- NewDawn works across the business to secure alignment to the new ways of working
- We drive and project manage the Transformational Change programme

Take Health Check **Building work** Assess and output, build and streams covering develop the people agree Enabling all aspects of the involved in the Foundation action change programme process Commence actions Regular updates on on prioritised progress via transformational categories of agreed governance and enduring expenditure structure change with spectacular results

This gives a clear understanding of the stage of evolution of the enduring change required to deliver consistent outstanding performance.

Why choose the NewDawn Partnership?

- We work with you to enable and enhance your capability to interpret information differently to deliver spectacular results
- We combine simple and practical tools and techniques with experience of applying them to complex multi-dimensional projects over many years. Our experience shows that when such steps happen substantial and lasting financial and non-financial gains result, with significant and often spectacular Returns on Investment (ROI).