

**CASE STUDY****PROCUREMENT CAPABILITY ASSESSMENT AND  
DEVELOPMENT FOR AGRICULTURE CLIENT**

**Service line** Procurement capability assessment & development  
**Industry** Agriculture | **Client** Agricultural business

**Project**

Our client, one of Australia's most well-established agribusiness companies, engaged us to improve its ability to manage its third-party spend, and to design a procurement operating model to support its business in the short and long-term.

Our scope of work included:

- Mapping the business' current state and understanding its strategic goals
- Providing data aggregation, analysis, categorisation and visualisation
- Reviewing various operating models, from centralised, decentralised, centre-led or a hybrid model in line with business requirements
- Consulting within the business, including running workshops with key stakeholders
- Reviewing practices to determine potential opportunities

**Solution**

We developed a proposed operating model, including proposed organisation and future role design. We also identified several key enablers and business improvement opportunities on which to build the foundation to ensure sustainable benefits over time.

We then developed a proposed implementation plan and roadmap for the client's preferred option, and a three-year capability roadmap across the procurement function to develop the skills required to move from a tactical to a more strategic procurement function.

Having undertaken a cost-benefit analysis, through detailed review, consultation and prioritisation, we developed a targeted procurement enablement program and associated operating model that would save more than \$3 million across three years between all spend areas.

**Outcome**

**"Identified saving opportunities  
of more than \$3 million  
across 3 years"**



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please contact our team.

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