

STATE OF FLUX

SMART SUPPLIER
MANAGEMENT SOLUTIONS
FOR ENTERPRISES

REINVENT YOUR SUPPLIER MANAGEMENT



CONSULTING

TECHNOLOGY

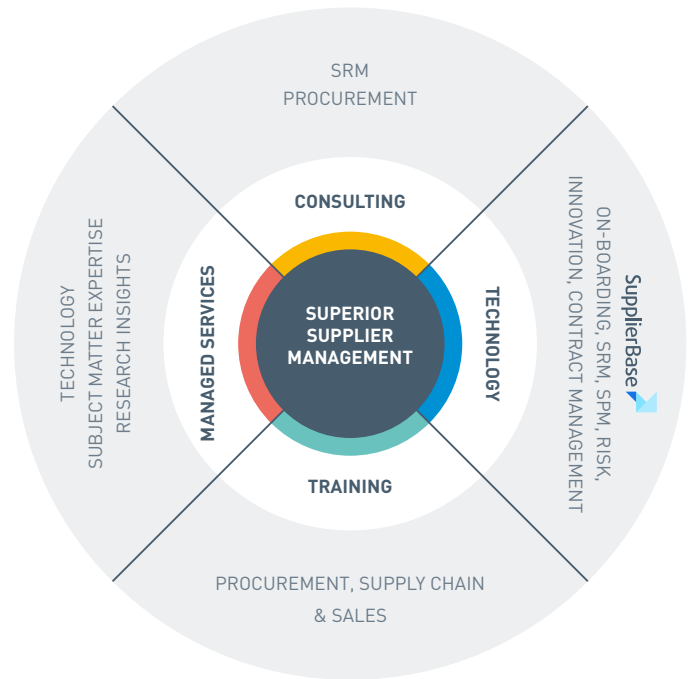
TRAINING

MANAGED SERVICES

TRANSFORM SUPPLIER MANAGEMENT TO DELIVER GROWTH, VALUE, INNOVATION AND MINIMISE RISK

Whether you already have a supplier management strategy in place, manage your supplier base using spreadsheets or are starting from a blank page, our solutions enable you to create, implement and manage superior supplier management strategies.

State of Flux's smart supplier management solutions are based on our global supplier management research and combine **consultancy**, **technology**, **training** and **managed services**.



CONSULTING SERVICES

Our market leading expertise and track record is backed up by research into supplier management best practice in global organisations. Since 2004, we continue to help Fortune 500, FTSE 100, ASX 100 and public sector organisations to solve their business challenges in the following areas:

Supplier management

- > Contracts
- > Performance
- > Risk
- > Relationships
- > Innovation
- > Sustainability

Procurement

- > Spend management
- > Category management
- > Strategic sourcing
- > Procurement transformation

10+ years of global research on Supplier Relationship Management

Every year since 2008, we analyse market best practice and return on investment, publishing the findings in our global Supplier Relationship Management reports. The research and data enables us to develop the world's most complete model to benchmark your organisation's SRM capabilities and approach against leading practice.

>2,000

Organisations with turnover >£250 billion

+5,000

Contributors worldwide

>2M

Data points measuring SRM performance

"State of Flux has been an extension to our team, their approach opened areas of improvement beyond spend and risk, to include contractors potential and behaviours. This moved us away from traditional transactional sourcing to a more strategic view of long term contracting relationships with our critical contractors." **Group Supply Chain Manager, Premier Oil**

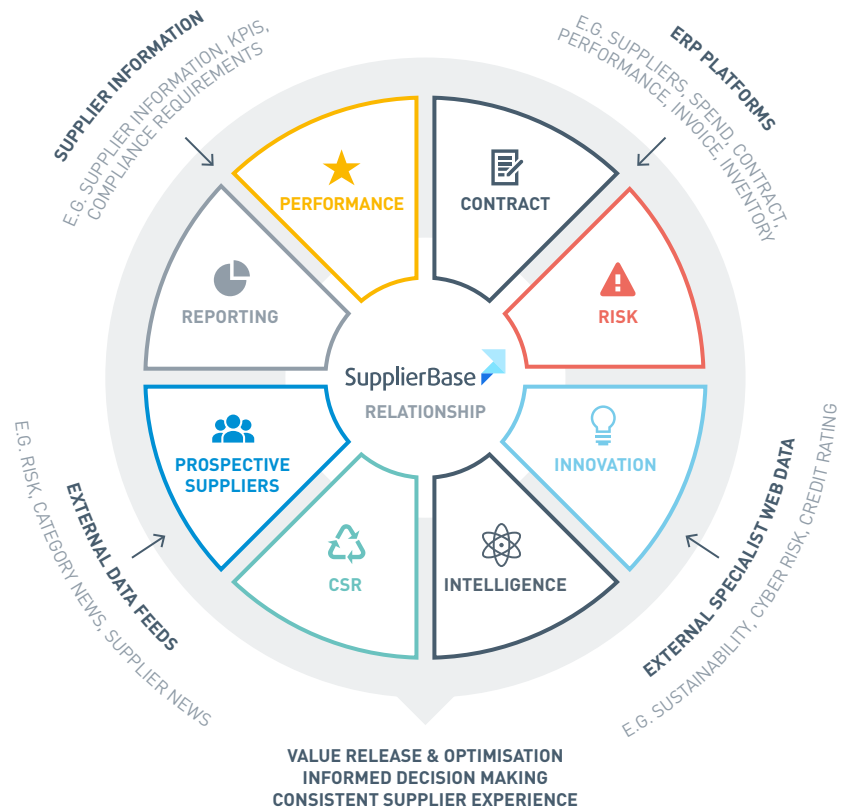
"We needed a strategic business change program to manage our key suppliers. Through coaching, the development of a business case, documentation, tools and templates, State of Flux helped us create and implement the foundations of a solid bespoke SRM program from a blank page." **Procurement Process Lead, American Electric Power**

SUPPLIER MANAGEMENT TECHNOLOGY

SupplierBase is an award winning intelligent platform that helps you maximise value from your supplier relationships. Designed to create an automated and consistent supplier experience across your organisation. The platform gives you a consolidated real-time view of your supplier relationships.

Why you'll love the platform:

- › Drive efficiency and contract/opportunity value
- › Manage risk and regulatory compliance
- › Automate performance, 360 degree analysis and reporting
- › Drive innovation and growth
- › Improve governance and collaboration between your team, stakeholders and suppliers



“The pioneering SRM platform filled an important gap in the market for tools that enable organisations to manage key supplier relationships effectively. Reference clients cite the single view of supplier information, performance and innovation across divisions and regions as a primary benefit of this solution. They also appreciate supplier self-service through an embedded portal.” Gartner

SPECIALISED TRAINING AND DEVELOPMENT PROGRAMME

The supplier relationship management learning and certification programme helps you to develop your team, stakeholders and suppliers capabilities to achieve maximum benefit from your relationships.

Our market leading and modular training curriculum is accredited by IACCM at “Advanced Practitioner” level.



SUPPLIER MANAGEMENT MANAGED SERVICES

From supplier performance and reporting, compliance to contract and change management, State of Flux uses subject matter expertise, operational excellence, research insights and technology to deliver scalable, cost effective supplier management services. A tailored approach gives you more time and resources to focus on your core business.



43%

of organisations see suppliers as a vehicle to deliver more innovation, making it a top three driver.

62%

of firms do not have effective risk management in place for the majority of their key suppliers.

46%

of organisations say their technology investment currently fails to support the supplier management lifecycle.

Source: 2018 State of Flux Global Research Report, 10th edition

CONTACT US

When it comes to modernising your supplier management strategies, capabilities, processes and technology you are in safe hands. We are laser focused on ensuring you and your organisation get maximum value from your suppliers. We've been doing it for more than 15 years, working with some of the world's most recognised brands. Our combination of consultancy, technology, training and managed services have been developed to work separately or in harmony depending on what you need. All backed up by our unparalleled supplier management research insights and team of experts in our offices around the world. **To find out more visit www.stateofflux.co.uk or contact us at www.stateofflux.co.uk/contact**

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Kelloggs

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