

vantage partners



Improving negotiated results, enhancing supply chain performance, and maximizing the value of key supplier relationships

Success in today's globally competitive and dynamic marketplace requires new strategies, and new capabilities. Companies are under increasing pressure to reduce supply costs even as they need to leverage suppliers to drive innovation. Meanwhile, the risks to consumer safety, company reputation, and corporate earnings of poorly managed supply chains are becoming increasingly apparent.

Volatile commodity pricing, heightened competitive pressures, disruptive technologies, and seemingly unpredictable changes in supplier leverage relative to customers all create new risks, new challenges, and also new opportunities. Procurement and supply chain organizations need to improve cross-functional collaboration within their own companies, develop and pursue innovative negotiation strategies, and lead efforts to build and sustain collaborative partnerships with key suppliers.

Vantage Partners leverages unique expertise in negotiation, relationship management, and change management to help companies develop and implement innovative approaches to negotiating with, and collaborating with, suppliers — and to enhance collaboration between procurement and internal business partners. As a result, we have helped clients achieve hundreds of millions of dollars in bottom line savings and incremental revenue.

Helping Companies Negotiate and Manage Critical Relationships

Vantage Partners works with procurement and supply chain organizations to deliver exceptional results, enhance their own capabilities and performance, and lead enterprise-level change.



Overview of Vantage Services

- Assisting companies with the design, implementation, and change management associated with putting in place new or enhanced supplier relationship management (SRM) programs.
- Helping companies develop negotiation strategies for sole and single source suppliers, and providing advice and hands-on coaching to teams involved in high-stakes, complex supplier negotiations.
- Benchmarking: of SRM programs, negotiation effectiveness and capabilities, procurement organization performance and capabilities, and supply chain effectiveness.
- Facilitation of joint value discovery workshops with key suppliers.
- Diagnostic analysis of key supplier relationships to identify untapped sources of value and to diagnose barriers to realization of maximum value.
- Assisting companies with the design and implementation of a consistent, enterprise-wide methodology and toolkit for supplier negotiations, ensuring effective integration with strategic sourcing methodologies and effective involvement and buy-in from internal business partners and end-users.
- Assisting companies with supplier scorecard and performance management process design and implementation.
- Organizational design and/or restructuring of procurement and supply chain organizations to enhance effectiveness and optimize alignment with enterprise business strategy and operations.
- Design and delivery of customized training solutions on topics including: negotiation, supplier management, category management, influence, and stakeholder engagement.

Illustrative examples of Vantage Partners Projects

- Worked with a global consumer packaged goods company to design and implement a successful enterprise-wide supplier relationship management program as part of a strategy to become an industry “customer of choice.”
- Worked with a top ten global utility to design and implement a negotiation center of excellence, and a consistent, enterprise-wide negotiation process. Provided negotiation strategy advice and coaching on high stakes negotiations, and developed and rolled out a company-wide negotiation training program.
- Worked with an international oil and gas company to design and implement a global supplier management program, with special emphasis on enhancing collaboration with their most strategic suppliers.
- Worked with a global financial services company to restructure their SRM program to increase business unit engagement and better align SRM efforts with business strategy and with sourcing and negotiation strategies.
- Worked with a major insurance company to design and implement a global strategic supplier management program.
- Worked with a microelectronics company to design and implement a consistent, cross-functional process for more effective supplier negotiations.
- Worked with a global pharmaceutical company to design and implement a single sourcing and supplier management organization across multiple business units (which previously had separate procurement organizations).
- Worked with a multi-national media and entertainment company to implement a corporate sourcing organization in the face of strong initial resistance from highly autonomous business units.
- Worked with a pharmaceutical company to design and implement supplier scorecards and a process by which cross-functional teams engaged in regular two-way performance reviews with suppliers.



About Vantage Partners

Vantage Partners, a spin-off of the Harvard Negotiation Project, is a management consulting firm that specializes in helping companies achieve breakthrough business results by transforming the way they negotiate, and manage relationships with, key business partners. To learn more about Vantage Partners or to access our online library of research and white papers, please visit www.vantagepartners.com.

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