

A person in a white lab coat is holding a small metal shopping cart with orange handles. The background is a blurred greenish-blue.

# Procurement Efficiency: Common Sense Operating Results



**forsitis.**

**Sourcing Experts**

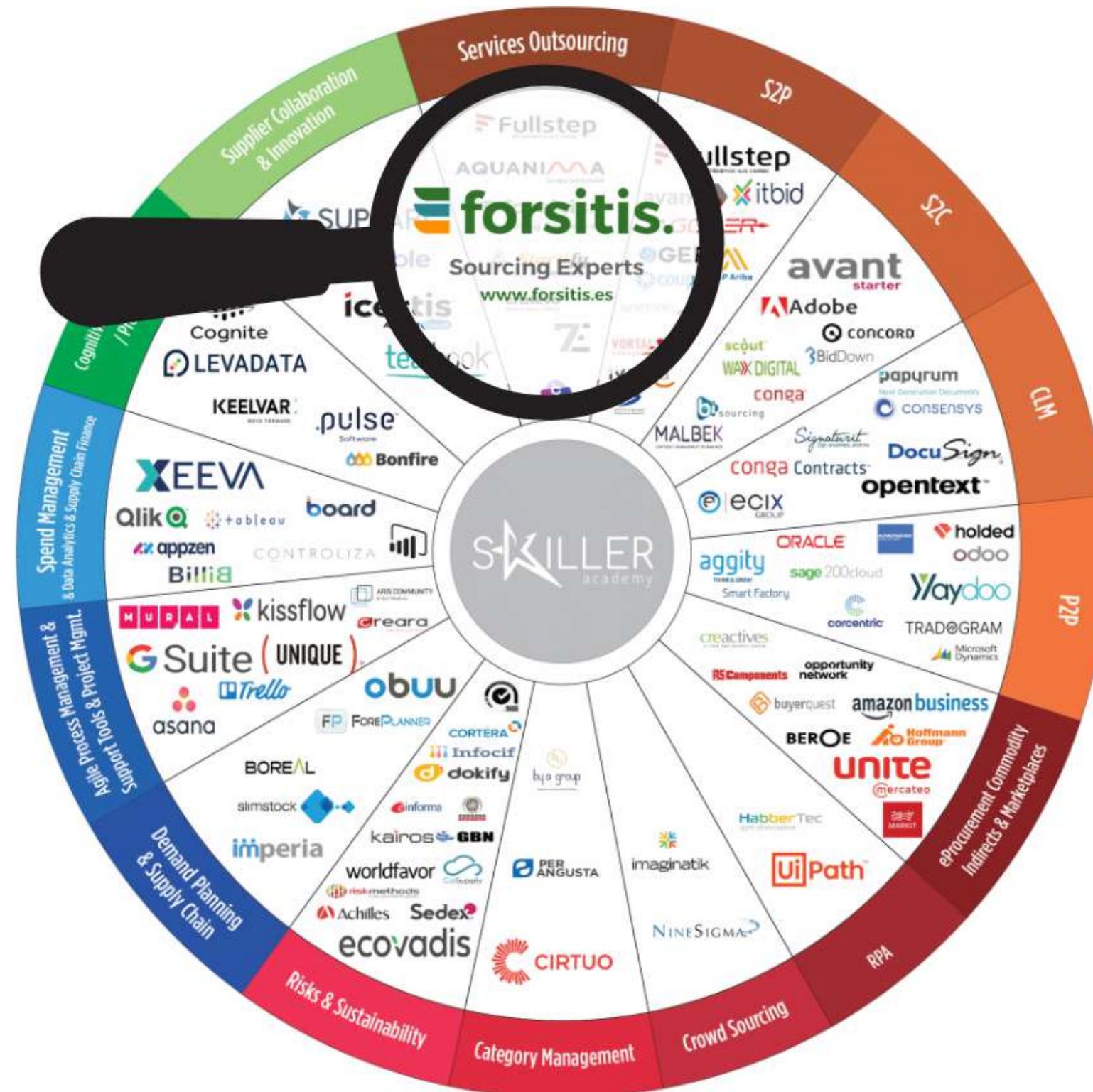


# Procure Tech Map 2021

**forsitis.**  
Sourcing Experts

Top Companies specialized in Procurement Services

Source: [www.skiller.education/procure-tech/](http://www.skiller.education/procure-tech/)







# The Management Team



## Fernando Villarroel

### Partner - Managing Director

25 years of experience managing Procurement and Logistics areas in multinational environments.



## Iñiqui Sainz

### Partner - Operations Director

12 years of experience in strategy consulting for public and private sector.



## Jose Luis Perrinó

### IT Project Director

25 years of experience as IT Project Director for clients such as YOIGO, ERICSSON, MICROSOFT, GRUPO VIPS, EVERIS, UNITRONICS, METRO DE MADRID and LEASEPLAN.



## Javier Cervera

### Finance Project Director

25 años years of experience as Finance and Operations Director in multinational corporations. Specialised in Financial Planning (FP&A), Corporate Funding and Circulating Capital management.

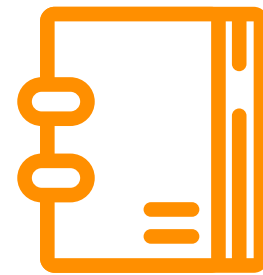
# Our Key Figures



**14 YEARS**

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More than 14 years helping to archive efficiency in Procurement



**700 PROJECTS**

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More than 700 cost optimization and efficiency projects in Procurement



**3.000 MILLIONS**

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More than 3.000 million euros of spend managed by our consultants



**11.000 SUPPLIERS**

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More than 11.000 suppliers registered and homologated



# Procurement Services

## CATEGORY MANAGEMENT EFFICIENCY

- **Category Management.**
- **Technical** sourcing, **Indirect** Spend.
- Reduction and optimization of the **Spend Tail.**
- Experts in **Commodities, Raw Materials** and direct spend in general.
- **Inventory** management.

## STRATEGIC PROCUREMENT CONSULTING

- Elaboration of **Procurement Maps.**
- Implementation of new or improved procurement **procedures.**
- **Reduction of Supplier Risks.**
- Design and implementation of **Procurement Departments.**
- Evaluation of teams and tasks, and elaboration of improvement proposals.
- **Training** of teams of **Buyers.**

## PROCUREMENT OUTSOURCING AND DIGITALIZATION

- **Expert Buyers** per category.
- **Back office** support from Forsitis to low key tasks.
- **IT investment** proposals.
- Suppliers Portals.
- **eSourcing**, Contracts, P2P, Catalogues.



# Financial Services

## CREDIT MANAGEMENT AND CLIENT PAYMENT EFFICIENCY

- Reduce the **average payment period**.
- Decrease uncertainty, incidents, non-payments and defaults..
- Increase of **Cash Flow** and **liquidity** improvement.
- **Financial costs** reduction and annual profit increase.

## TREASURY AND FINANCING EFFICIENCY

- Analysis and **Treasury** plannification.
- **Financial Risks** management.
- Analysis of Management Systems.
- **Negotiation** with clients, suppliers and banks.

## RESTRUCTURING, DUE DILLIGENCE AND TREASURY PLANS

- **Diagnosis of financial status** of the company and recommendations about short and long term development plans.
- **Rationalization of structures** during changing or critical periods.
- **Negotiation** with banks and creditors.



## MANAGE INTERNALLY



## GET SUPPORT FROM EXPERTS

### TIME

- **MORE TIME** ALLOCATED TO SOLVE DAILY ISSUES
- LESS **WORKING CAPACITY**
- FUCUSED ON PROBLEM-SOLVING INSTEAD OF MANAGEMENT VISION

- **RELEASES TIME TO THE CLIENT**
- **MAKES VARIABLE THE WORKLOAD**
- **THE CLIENT GETS CENTERED IN THE DECISION-MAKING**
- **LESS ADMIN COSTS**

### EXPERIENCE

- LIMITED EXPERIENCE, ONLY WITHIN THE COMPANY
- DEEP **LEARNING CURVE.**
- PRCUREMENT CATEGORIES EXCLUSIVELY
- **LIMITED MARKET VISION**

- **HIGH MARKET KNOWLEDGE**
- **HIGH EXPERTISE FROM OTHER CLIENTS**
- **EFFICIENT FROM THE START OF THE COLLABORATION**
- **ALL SPEND CATEGORIES**

### INNOVATION

- DAILY TASKS THAN DON'T ALLOW TO FOCUS ON ADVANCES
- RESISTANCE TO CHANGE
- **LIMITED CONTACT WITH SUPPLIERS**
- **LIMITED PROCUREMENT TEAM,** UNABLE TO MULTITASK WITHIN VARIOUS PROJECTS

- **BEST MARKET PRACTICES**
- **MULTIDISCIPLINARY TEAMS TO ACCELERATE PROJECTS**
- **IN CONTACT WITH SUPPLIERS TO KNOW CURRENT TRENDS IN THE MARKETS**





**Sourcing Experts**

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