

# Procure to Pay Process Improvement

**coins'** exciting new approach to Procure to Pay (P2P) looks at process improvement and cost-base reduction through the innovative use of technologies and processes that are not often found within the construction sector, but are regularly used across the wider business community.

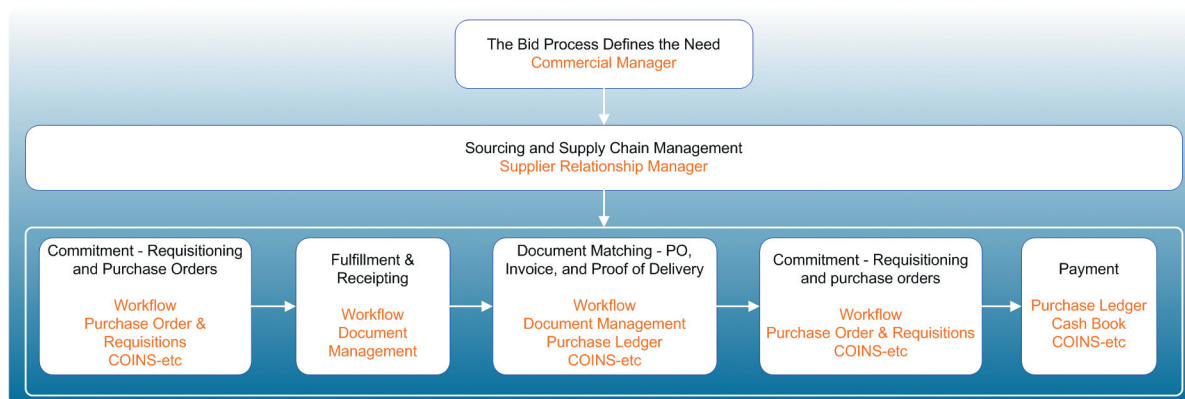
## FOCUSED APPROACH

The **coins** P2P team is eager to work with your organisation to improve the effectiveness of your practices throughout the P2P process, especially within the procurement arena. Our approach is to identify and focus on areas of your P2P business processes where improved effectiveness could have the most dramatic impact.

## DRAMATIC IMPACT IN KEY AREAS

- **Supplier rationalisation** - Opportunities to achieve supplier rationalisation, with the potential benefit that commodity purchasing aggregation could bring.
- **Reducing accounts** - Opportunities to reduce the number of purchase ledger accounts using a departmental purchasing card approach, especially occasional suppliers (for example, those that supply 3 invoices or fewer per year).
- **Supplier categorisation** - Benefits of introducing supplier categorisation to drive better management analysis of procurement buying behaviour.
- **Supplier Relationship Management (SRM)** - Benefits and functionality of the **coins** SRM module and plans for further enhancements.
- **Business Intelligence** - Benefits of using a business intelligence approach to providing effective and meaningful management metrics and KPI's through the use of a graphical-based performance-driven management dashboard.
- **Subcontract Procurement** - Opportunities for improvements across the whole subcontract process through up-to-date approaches to subcontract procurement, such as proposed new eTrading services – from subcontractor evaluation through raising the order to monthly valuations and performance measurement.
- **coins eTrading Strategy** - Opportunities for improvements in supply chain efficiency, especially as driven by iPortal services.
- **Best Practices** - Services to provide 'as-is' process documentation including a constructive review of 'across industry' best practice.

## Core Business Areas Included in the COINS P2P Approach



## TANGIBLE P2P IMPROVEMENTS

The **coins** P2P approach demonstrates our commitment to providing innovative thinking to improve the performance of the P2P processes. **coins** is also working on a number of other P2P process improvement initiatives – please contact us for details.

We would welcome the opportunity to discuss with you how we could work together to identify which elements of this approach are relevant to the development of your Procurement Strategy.

We look forward to contributing to your success by delivering tangible P2P improvements within your organisation.

For further information on this or any other **coins** solution, please email [salesinfo@coins-global.com](mailto:salesinfo@coins-global.com) or contact Pauline Sargent on: +44 1753 501078

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