



PURCHASING EXCELLENCE¹

Purchasing Excellence 1 2002-2006

Introduction

NEVI started the Purchasing Excellence project in 2001 to compare purchasing practice in the Netherlands with the purchasing performance of the best companies in the world, and to learn from their approach. The most important conclusion was: Dutch companies are aware of the best practices, but they have difficulty applying them. The measurements were done based on the MSU model, which was also the guiding framework for the improvement projects initiated in order to support organizations in applying best practices.

See www.perspective.com/approach for more information on the Purchasing Excellence framework.

Approach

Starting with a benchmark research, organizations identified their gaps in purchasing professionalization. Based on these gaps organizations went through improvement projects, either based on consultancy or on workshops. Central in these purchasing improvement initiatives was 'Commodity Strategy Development' (CSD), which proved itself as a good starting point for purchasing professionalization. The experiences and results were monitored and reported in several publications.

Results

Next to the insight that Dutch companies are aware of the best practices, but they have difficulty applying them, we can conclude that the MSU model has found a wide entrance as a thinking scope in purchasing practice. But the most important result is that the program Purchasing Excellence has proven that purchasing professionalization can contribute significantly to an organisation's profit.

Without claiming that the savings were only realized by the NEVI programme, the participating companies have reported approximately EUR 630 million in savings. An additional interview amongst all NEVI members showed that applying CSD leads to a saving of 7% on average.

The results of this program have been described thoroughly in 5 publications. See www.purchasingexcellence.nl for these publications (both Dutch and English versions!)



NEVI



Purspective