

# ProSpend

## Interpretation & Skills Transfer Services

### Atamis Teams Up with SPS

The success of ProSpend has made Atamis the fastest growing provider of spend analytics to the UK public sector. There are over 40 local authorities using our expenditure analysis solution and one region (South West).

However, buying a market-leading spend analysis solution is only the first step towards achieving your procurement objectives. Interpreting the outputs and translating them into category plans, supplier relationship development programmes and opportunities for delivering real cashable savings is of paramount importance. Many organisations fall down here and fail to capitalize fully on their spend analysis investment. The reasons – mostly time constraints and not enough people trained up to spot the many savings and efficiency opportunities that are often shown up in the information.

Atamis is delighted to announce a strategic partnership with one of the leading and proven procurement transformation specialists in UK local government, SPS Consultancy Services Ltd. SPS has a track record of helping local authorities make a real difference to their procurement and commissioning work with many supporting testimonials and case studies.

### The Opportunity

Public sector commissioning and procurement is now under scrutiny more than ever. English local authorities spend nearly £60B each year on third party products and services. As budgets continue to be reduced and the squeeze put on services, budget holders, elected Members and local taxpayers are seeking new ways of reducing expenditure in this area. The levels of savings that can be made varies by commodity and service, but with smarter market engagement and better planning the figure can reach up to 15%.

“ We were pleased that most of what we needed to achieve was already in place. What SPS was able to do was to help us fill the gaps and tell us what we needed to do to target the cashable savings. ”

Linda Banner  
Head of ICT LB Enfield

#### SPS Offers:

- Highly competitive rates which can be charged by day, half day or even hourly
- Fixed price work packages
- Ethical consultancy charter – if the work has already been done for someone else, you are not charged for it
- Access to a large number of niche and category specialists
- Skills and knowledge transfer programmes for up to 15 people at time – some of which can cost as little as £70 per person per day.



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### Spend Analysis Interpretation & Skills Transfer

Atamis can now offer your authority a wide range of services including:

- Help, advice and skills transfer on interpreting expenditure information from ProSpend and using it for making real savings, better planning and business case preparation
- Advice and skills transfer on developing individual or multi-authority category plans
- Direct support with savings delivery
- Preparation of a low value strategy
- Data standards, including selecting a procurement schema or implementing ProClass
- Half day or one day skills transfer programmes on category management, contract and relationship management, supplier relationship development and the fundamentals of outsourcing

### Get in Touch Today

For a discussion about making the most of ProSpend, the support services that we can provide your authority and how we can up-skill your colleagues, please call Jarad Owen today on 02920 444763 or e-mail [jarad.owen@atamis.co.uk](mailto:jarad.owen@atamis.co.uk).

You can mix and match according to your needs and we will even put you in touch with other interested clients so that you can share costs. We will even work with you to ensure that it is your information that is being used when it comes to skills transfer programmes.

### About SPS

[www.sps-consultancy.co.uk](http://www.sps-consultancy.co.uk)

The SPS team are leading experts in their field. They have helped a wide variety of UK public and private sector organisations transform their procurement activities, delivering millions of pounds in cashable savings along the way.

They have the track record and the experience and they understand the financial and procurement challenges every organisation is facing in a climate of financial austerity. Their innovative solutions, ideas and policies always reflect broader business issues such as culture change, communication, people skills and collaborative working, which have a huge effect on an organisation's ability to achieve results.

Ken Cole is SPS's Projects and Practice Director. He is the former Commercial and Procurement Advisor to Capital Ambition and former Director of the London Centre of Excellence. Ken is a Fellow of the Chartered Institute of Purchasing and Supply (CIPS) and has worked at senior levels in procurement and project management for both the public and private sectors. Ken has been involved in the inception of many high profile collaborative projects in London and other regions which have helped public sector organisations make significant cashable savings and expand commercial skills and knowledge.

SPS firmly believe that organisations must be able to draw on and analyse their expenditure information as the basis for making effective procurement decisions and identifying cashable savings opportunities and are well known as authors of a variety of white papers, guidance papers and skills transfer programmes on the subject.