

Nextenders – a buyer's guide

Writing on behalf of Why Digital, I've produced a series of articles for Nextenders – a forward-thinking electronic procurement specialist – to engage prospective and existing clients. Reporting on developments in technology, public sector cuts, improving efficiency and reducing corruption, I take often dry subject matters and transform them into insightful and impactful industry commentary.

The world of public and private sector purchasing is changing. Historically large organisations' supply chains were formed privately, allowing scope not only for over-expenditure and inefficiency, but for lack of fairness in the marketplace. Today's procurement functions spread across organisations, necessitating a simpler, clearer approach – for internal understanding as well as public relations. Nextenders offers eProcurement solutions to automate buying – reducing administration requirements, ensuring company-wide supply chain clarity, allowing for economies of scale, and providing transaction transparency.

The objective of the content I generate is consistent: to speak to procurement professionals in a way they understand and relate to, encouraging download of more detailed white papers or direct Nextenders contact. The variety and often complexity of subjects in this niche area requires unique attention for each article, however. A thorough understanding of relevant issues – but also a clear angle on which to commentate – is key in optimising impact.

To ensure readers' attention is held, I break up text with engaging sub-headings, and often drop in a question to encourage association with their procurement roles and experiences. I also use simple, everyday language, and avoid industry jargon and acronyms.

One eye on the goal

Familiarising myself with often new subject matters in preparation for writing has been interesting and educational. However, I'm keen to ensure that in my article generation, I'm able to subtly connect the focus of the article back to Nextenders' offer. A concluding call-to-action can be a link to further relevant reading, or an invitation to contact directly.



Home / Blog / Contract management ideas for creating more value

Contract management ideas for creating more value

29 September, 2015 | Posted in Blog



It's no secret that the government is looking for cuts in public sector spending. Home Secretary Theresa May name-checked the police force in her initial warning, but the expectations for savings reach far and wide. Although in certain cases drastic changes will need to take place to deliver the level of savings required, considerable impact can be made within the parameters of existing and upcoming contracts. Here we look at some of the ways in which contract management and clever procurement can contribute to cutting costs.



Optimising your existing contracts

Revisit your existing contracts. While the original procurement exercise might have been tackled intelligently and comprehensively. Legal experts and commercial negotiators may well have secured excellent terms to ensure cost-effective supply for the duration of the contract. But how are these terms and expectations being managed? Is there an individual or a team in place, familiar with the contract's detail, to ensure its intentions are being upheld?

Often, simply revisiting the contract and re-establishing its conditions can increase supplier productivity and prevent unnecessary buyer expense.

Leverage partnerships. We all know how much easier it is to conduct business with suppliers who are honest and approachable. Good relationships with suppliers can encourage total contract transparency, giving the buyer the means to achieve optimal value.

Furthermore, in the event of unforeseen circumstances or delays, a partnership built on openness and trust will often mean parties are able to help each other out. Of course it is a buyer's duty to ensure the net effect of this culture of give and take is ultimately beneficial to the project and its bottom line.

Setting the tone of new contracts

Build in benchmarking to ensure suppliers' prices are competitive throughout the duration of a contract, buyers can impress benchmarking milestones upon the agreement. The terms of these clauses must be carefully detailed to protect suppliers. Factors such as what precisely is to be benchmarked, and whether the outcome of price comparison exercises can result in contract termination – or just renegotiation of prices – must be clarified.

Another approach to encourage supplier effectiveness is to **include performance-related measures** in the contract. The benefits of incentivising suppliers are twofold: firstly an over-performing supplier is adding value to the contract; secondly a supplier who fails to over-perform provides a contractual saving.

Nextenders helps both public sector and private companies implement and use next-generation procurement. [Get in touch](#) to discuss the challenges your organisation faces or read our [guides and white papers](#).

why
digital

