

Optimizing procurement

Snapshot

Client

Coal-fired plant, Indonesia

Challenge

Optimize procurement to boost efficiency, performance and financial return.

Solution

We listened to the plant's procurement team to clearly understand their needs, expectations and current approach to see how best we could support them. Working together, we developed a roadmap to optimize procurement. From a pilot strategy for one category based on Uniper's tried and tested category strategy framework, to next steps based on the pilot results and lessons learned.

Benefits

By gaining expertise and improving their understanding of the demand, market, and suppliers, the team identified 30% savings through the pilot and reduced costs plant-wide. Separating operational and strategic procurement activities enables the team to focus on operational speed and efficiency while strengthening strategic relationships with key suppliers and internal stakeholders.

Transforming operational purchasing

Dividing operational and strategic procurement through a category management setup improves efficiency and performance, adds value and reduces costs, as this coal-fired plant found.

Building in-house capabilities

The plant management team wanted to embrace industry-leading procurement solutions to maximize the value of their assets and approached Uniper for support – inspired by how we'd faced and overcome similar challenges as an owner operator ourselves.

By tapping into our knowledge and practical, day-to-day experience via remote and on-site workshops, the procurement team now has a comprehensive understanding of category strategy and the skills to independently identify and develop category strategies moving forward.

Advantages of our service

- Identify opportunities to optimize procurement, develop in-house expertise and support your staff with a maturity assessment bespoke to your plant
- Develop or optimize your category strategy approach using our proven framework – including processes and policies, required enablers and strategic themes such as performance management, people development and sourcing boards
- Leverage our expertise via flexible on-site knowledge transfer workshops tailored to your needs and priorities
- Benefit from our extensive experience across all procurement categories and energy types

30%

savings identified in pilot category strategy

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