

# PtP SCIP Case Study: Octavius Infrastructure

**Client:** Octavius Infrastructure

**Project Title:** Supply Chain Improvement Programme

**Dates undertaken, from/to:** Sept 2022 to Feb 2023

**Project Manager:** Mellita D’silva

<b>The Task</b>
<i>Octavius Infrastructure were seeking support in upskilling their buying team and quantity surveyors via our Procurement learning journey of workshops. The 16 participants consisted of mostly quantity surveyors and some plant and materials buyers and procurement administrators.</i>
<b>The Action</b>
<i>The Supply Chain Sustainability School (School) started out by ensuring the participants undertook the procurement self-assessment of 14 skill/topic areas within procurement as a function and scored themselves ranging from 1 point for minimal knowledge to 5 points for expert level knowledge. After analysing the scores of the 14 participants, the executive sponsor from Octavius ensured the participants were registered for the workshops that most suited their training needs and requirements, based on their scores from the self-assessment. The workshop topics selected by Octavius from the participants were – Introduction to Procurement, Value through Plant &amp; Materials Procurement, Value through Subcontract Procurement, Supplier Performance Management, Supplier Relationship Management, and Collaboration in Procurement. We used the 5 workshop days to run the workshop sessions and the consultancy days to run the self-assessment, workshop allocations. This project was delayed due to a merger and rebranding of the business and hence the workshops finish in February 2023, leaving little time for phase 2.</i>
<b>The Outcome, Benefit and Lessons Learnt</b>
<i>The 5 workshops provided a forum for participants to understand the basics of the ‘Plan-Source-Manage’ part of the procurement process and to dive deeper into the details of what the process entails, what could be missing from their current tools and process and where better practice could be implemented. The workshop offered plenty live examples and discussion points to drive down the learning. The interactivity of the workshops helped to seal concepts and process steps in the participants minds. The benefit of these workshop sessions was that it provided for an appreciation for procurement as a function and process and how it ties in with work winning/the bidding team and what can be incorporated early on to ensure that important added value considerations were not left out in the procurement process later on.</i>
<i>How have the delegates have put their learning into practice:</i>
<ul style="list-style-type: none"> <li><i>a) Created a stage gateway process based on the procurement cycle (Plan-Source-Manage),</i></li> <li><i>b) Incorporated elements of the learning in the revised supplier relationships management strategy,</i></li> <li><i>c) I will shortly be involved in the procurement of Walsgrave Junction and will look to implement the training I have been given,</i></li> </ul>

d) *The training received was invaluable in assisting me to understand the processes and how to better support the procurement and delivery teams.*

### **Participant Feedback**

- ☞ *The jam board session was useful to see where our gaps and opportunities are.*
- ☞ *My perception around collaborative procurement was limited only to the procurement process and collaboration elements and the session made me understand that this extends to risk mitigation, early contractor involvement and added value.*
- ☞ *I did enjoy the in-depth discussion we had about how we manage supplier performance in our business, identify where there are gaps in best practice areas and what we can do to achieve it.*
- ☞ *The trainer was very engaging and was actively encouraging participation in the group exercises.*
- ☞ *I did enjoy the Value through Subcontract Procurement workshop. It was very informative, and the trainer was quite engaging.*
- ☞ *I did enjoy the sessions a lot and the training on collaboration will definitely come in handy.*

### **Testimonial Quote for use on our website and to submit to CITB, as appropriate**

*When we were offered the opportunity to participate in the Supply Chain Improvement Programme (SCIP), we considered it as a great opportunity to upskill our colleagues in procurement but also changing some perceptions given the on-going business challenge to demonstrate value through our supply chain. The knowledge and expertise of the trainers both from Action Sustainability and CIPS, equipped our commercial, supply chain and procurement colleagues with the most up to date academic learning and best practise. Most importantly, it instanced that value cannot only be defined in terms of cost but has a number of forms in which can be demonstrated. At business level, it allowed our function to update the procurement process and introduce concepts in the supplier relationship and performance management. Overall, the programme was a big learning curve both for our colleagues and our business and this would not have been possible without the collaborative effort of all parties involved.*

**Written by (Name/Position): Nikolaos Sapounas, Supply Chain Manager**

**Date: 17<sup>th</sup> Feb 2023**