

PROCUREMENT SERVICES

PNG Market

CHARLES KENDALL AUSTRALIA

is a procurement consultancy that has delivered **hundreds** of procurement projects nationally and internationally for both public and private sector organisations.

Our team has experience delivering projects in **Papua New Guinea** and therefore a deep commercial and cultural understanding of the country.

Previous clients include leading organisations such as **Goodman Fielder International**.

Charles Kendall Australia is part of the **Charles Kendall Group** of companies. As part of this group, we are able to draw upon **over 70 years** of experience from across the globe to ensure our clients have access to the **most up to date and relevant supply chain solutions**.

Our offering for the PNG market includes the following activities, which aim to improve our clients' bottom line by mitigating risks and delivering tangible savings:

- Rapid spend analysis to identify duplicate payments, purchase order compliance, and opportunities for supplier consolidation.
- Price benchmarking on categories such as international & coastal freight, inland haulage, customs clearance, packaging and locally sourced materials.
- Developing a pipeline of savings categorised into quick wins, medium term and strategic initiatives.
- Conducting face-to-face negotiations with strategic suppliers in order to reduce costs.
- Reviewing and negotiating supply agreements prior to contract execution.
- Managing end-to-end procurement events.
- Managing strategic supplier relationships and driving on-going cost based reduction initiatives.
- Designing procurement and/or category strategies.
- Mapping of supply chain and assessing risks.
- Assessing an organisation's procurement and logistics capabilities and staffing.

Our services can be conducted on an ad-hoc or ongoing basis. Tangible and auditable results can be achieved within four weeks.

Key achievements in the PNG market include:

- Identified **26 cost saving initiatives** with the potential to deliver **\$2M+ (up to 15%) savings** annually.
- **25% reduction** of containerised cartage rates following a face-to-face negotiation.
- Identified **15% savings** by switching supplier of paper bags.
- Identified opportunity to **mitigate demurrage costs** by up to **70%**.
- Identified **15% savings** by rationalising specifications of shrink films.

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