

# Reduce your costs & improve profitability, with Pivotal Procurement.

Whatever your business objectives, Pivotal Procurement's proven "controlled process" methodology will help you achieve it. From urgent cost reduction, through to long term business expansion planning, our global expertise, extensive industry networks, and structured approach to procurement enables the development of strategies that guarantee better results for your business.

## True procurement value is about much more than price.

Our success in reducing our clients' cost base comes from a clear focus on attaining procurement value for the goods and services they purchase. The headline price, while important, is only one aspect of the cost equation which we address in delivering long-lasting procurement value.

We ensure that our clients receive:

- the right **Quality** of product or service,
- in the right **Quantity**,
- at the right **Time**,
- with the right **Risk** profile,
- at the lowest **Price**.



With Pivotal, procurement is redefined to become an indispensable strategic tool at the heart of our clients' business.

### Diverse industry expertise across multiple categories...

• Advertising	• Cleaning	• Essential Services	• IT	• Office Supplies	• Repairs & Maintenance
• Architecture & Design	• Commercial Catering	• Evacuation Services	• Insurance & Risk	• Packaging	• Safety Equipment
• Air-conditioning	• Courier Services	• Fire Services	• Leasing	• Printing	• Security Services
• Building Services	• Energy (elec & gas)	• Freight Services	• Lifts & Escalators	• Professional Services	• Waste Management

...typically saving between 10% - 15% of total expenditure.

#### SYDNEY

Level 2, 37 Pitt St.  
Sydney  
NSW 2000

#### BRISBANE

Level 4, 303 Adelaide St.  
Brisbane  
QLD 4000

#### MELBOURNE

Level 7, 460 Bourke St.  
Melbourne  
VIC 3000

#### PERTH

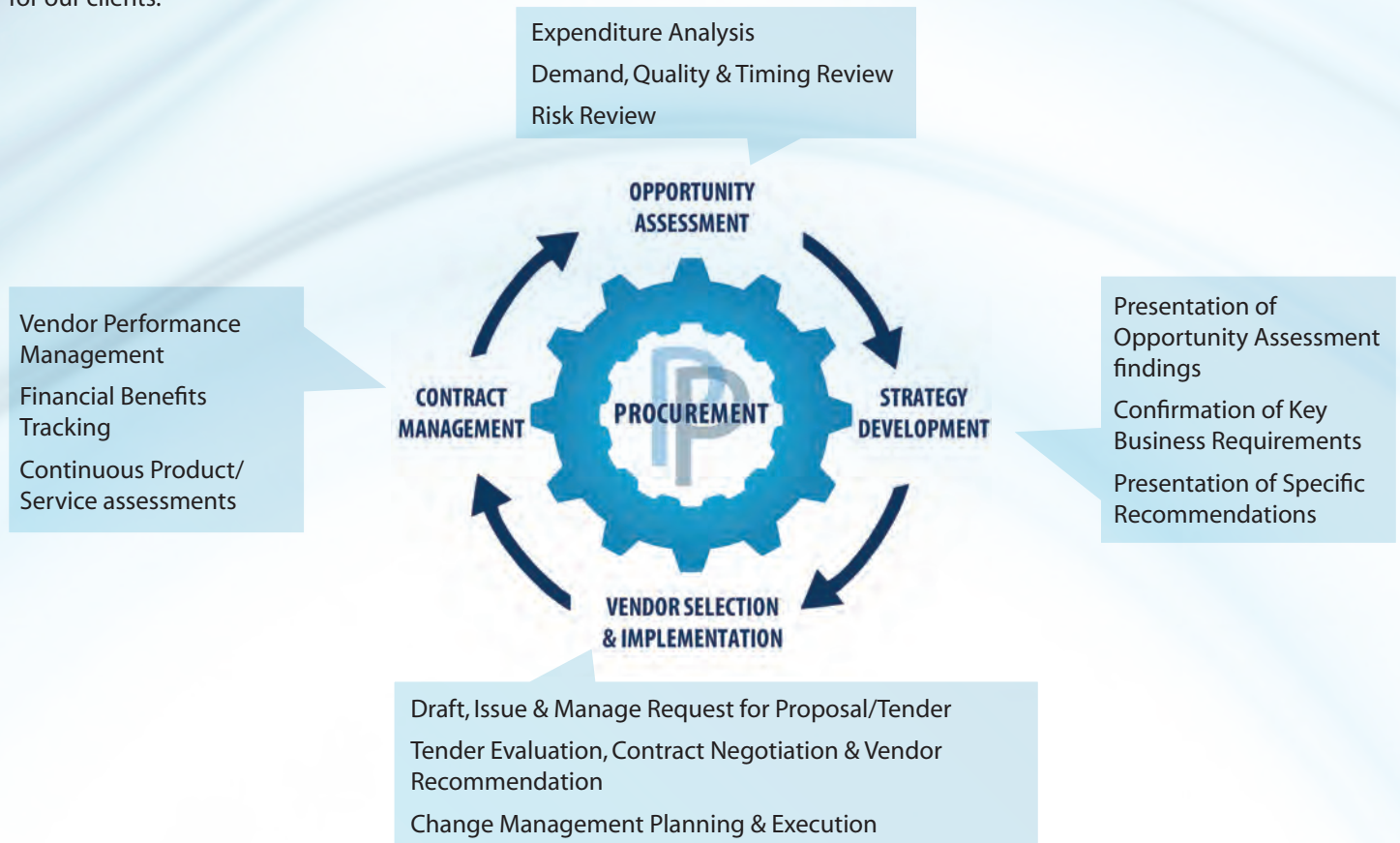
Level 10 London House  
216 St Georges Terrace  
Perth WA 6000

#### CANBERRA










137 Canberra Avenue  
Fyshwick  
ACT 2609

# Pivotal Procurement's 4 phase procurement methodology. For leaner, fitter, stronger organisations.

At Pivotal, procurement is all we do. We specialise in evaluating current procurement systems, developing implementation strategies and implementing new supply agreements...ultimately unlocking lasting value and securing ongoing cost savings for our clients.



## COMBINED KNOWLEDGE, NETWORKS & PASSION FOR PROCUREMENT

Case Studies	People & Presence
<p> \$1.5m saved for a top 4 ASX Bank on their ATM maintenance.</p>	<p>The Pivotal team is a coming together of an extraordinary wealth of expertise, with extensive procurement experience across many industries and commodities.</p> <p>Our in-depth industry knowledge, extensive corporate networks, and long established supplier relationships enable us to develop informed and insightful procurement solutions.</p> <p>Our people are based throughout Australia with links to global partners, which ensures we're well placed to draw on both national and global market insights.</p> <p>Pivotal people share a passion for procurement. We immerse ourselves in your business, taking the time to understand your market, your customers and your suppliers to deliver true procurement value.</p> 
<p> 7% saved for a top 4 ASX Bank on the company's global travel spend.</p>	
<p> 11% saved for a top 5 ASX REIT company's human resources recruitment fees.</p>	
<p> \$1.5m saved for a top 5 REIT company's telecommunication spend.</p>	
<p> \$2.2m saved for a top 5 ASX REIT on their company's security spend.</p>	
<p> 16% saved for a top 4 ASX bank's professional services spend.</p>	
<p> \$2.7m saved for a top 5 ASX REIT's on their electricity bill.</p>	
<p> \$4.4m saved for a top 4 ASX REIT's cleaning bill.</p>	