



## Jane McAuliffe

Jane joined the CIPS Procurement Excellence Assessor community in 2012. She brings to the team a background of extensive experience in delivering procurement transformational projects, process, policy and organisational design, supplier management, benchmarking, opportunity diagnostics, category management, competency assessment and training and procurement strategy development and delivery.

### Experience

As a CIPS Procurement Excellence Assessor, Jane has worked with many leading organisations across a variety of industries and geographies, assessing the end to end operation of their procurement and supply departments, as well as providing supply transformation services where required.

Alongside her work as a CIPS Procurement Excellence Assessor, Jane has over 20 years of experience in procurement and supply, where she has delivered significant results for senior clients in some of the most complex spend areas and industries, both public and private sector, demonstrating excellent knowledge of strategic procurement issues as well as analytical and interpersonal skills, in order to gain the confidence of senior stakeholders and make change happen quickly and effectively.

### Example Procurement Excellence Clients

Organisations Jane has worked with towards CIPS Procurement Excellence include:

- UK: Clifford Chance, EDF Nuclear Generation, Ministry of Justice, NATS, Scottish Water, Tideway, UK Power Networks, Westminster County Council
- MENA: Abu Dhabi Airports Company, Abu Dhabi Education Council, ADGM, ADDCT, Masdar Institute, Musanada, Polarcus, QAFCO, Qatar Foundation, Qatar Gas
- ROW: CLP Power, UNOPS, Sasol, Xerox

### Other Relevant Project Examples

In her capacity as a procurement and supply advisor, Jane has delivered the following projects:

- Jane evaluated the procurement teams within the UK Parliament and designed the structure for a new combined procurement function along with a high-level view of improvement opportunities associated with the change and longer-term vision for the procurement team.
- Jane worked closely with the Supply Chain function of a UK-based Air Traffic Control Provider in order to develop and define a Target Operating Model for partnership agreements; comprising key processes to be adopted, contract management arrangements, performance reporting, and communication.
- Jane developed and ran a series of workshops for the procurement leadership of a Middle Eastern government-run organisation. The workshops were used to develop an organisational supplier segmentation approach and subsequent differentiated approaches for the on-going performance and

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relationship management of each segment, along with the development of tools and templates to use in the SRM arena.

- For the UK arm of a global defence contractor, Jane conducted a review of the organisational acquisition procedures and provided recommendations as to their effectiveness and fitness for purpose.
- For an oil company based in the Middle East, Jane developed a procurement competency matrix, designed policy and process documentation and supporting work instructions and training materials.
- For a global pharmaceutical company, Jane analysed over \$100m marketing spend, establishing and implementing a savings strategy for each unit, as well as developing and introducing new ways of working, based around category knowledge bases. Jane then delivered a comprehensive communication, and training program, to improve core skills and encourage adoption of the new tools and processes across the purchasing organisation.
- For a global retailer, Jane conducted an in-depth spend analysis, market and stakeholder analysis of the HR category, covering £15m spend and including a range of local and global services & systems. From her analysis Jane was able to develop a detailed category plan providing a clear view on the current situation and using procurement and market insights to develop and subsequently implement a future category direction and strategy.
- For a county council, Jane developed the full content and structure of a suite of eLearning modules and an on-line self-assessment tool, making recommendations as to the type of training required, priority and to which population group.
- Jane led the delivery of substantial annual savings along with the implementation of enhanced sourcing processes across a range of TV production spend categories. The project included establishing vetted preferred supplier lists and developing clear buying guides for each category, in order to empower the business to make informed purchasing decisions and thus ensure that all of the category benefits, including lower rates, preferential discounts and the use of target pricing, would be captured on an ongoing basis.
- Jane managed a market review and subsequent high-value tender for an FMCG food manufacturer, involving 11 sites and £20m spend. The outcome was total mitigation of the on-costs associated with the Agency Worker Regulations, as well as immediate cost savings from an improved margin.
- For a global tobacco company, Jane conducted a number of in-depth supplier audits, using available documentation as well as client and supplier perceptions, in order to document and examine the financial, operational and strategic working processes between the client and supplier organisations and recommend where the processes could be refined to work better.

### **Other Work Experience**

- JLM Procurement Consulting: Director (current)
- Optimum Procurement: Principal Advisor
- 4C Associates: Senior Manager
- Deloitte Consulting: Strategy and Operations Consultant
- J Sainsbury's: Business Analyst: Supply Chain Division

### **Qualifications**

- Chartered Institute of Procurement and Supply: MCIPS
- Chartered Institute of Logistics and Transport: Diploma
- Institute of Leadership and Management: Train the Trainer
- Durham University: BA (Hons) Modern Languages