## Appendix B

include % of apprentices in contract

## **Simplified Category Management Approach**

## **Current arrangements:** Description of operation or service • Analysis of what works well and what doesn't **Strategic Procurement** Board Review & Approval **Demand Planning:** Current volumes/values Planned volumes/vales and sensitivities Supply Analysis: Detailed understanding of the supply market, key Create players and developments Procurement Procurement • Analysis of market position – strengths & Plan(s) **Category Strategy** weaknesses Key risks and potential mitigations Specification: Procurement • Statement of requirements – clarity on needs Process versus wants Performance, output or activity based? Why? • Use of standards as appropriate Contract **Project Objectives:** Award • Financial eg 10% reduction in cost for same service • Service Level eg increase in takeup • BSK aims eg encourage max. use of SMEs or