

Case Study

Project Name	Contracts and Procurement Review and Gap Analysis
Client Name	Confidential – UK based O&G operator
Project Location	Remote
Timeline/Duration of Project	5 days
Capital Value of Project	
Project Overview <i>Brief description of the project</i> <i>Maximum 150 words</i>	<p>Reviewed existing Contracting and Procurement (“C&P”) operating model, looking at people, process, systems and tools, to identify risk and gaps in compliance with procedures. Define recommended actions to manage risks and ensure compliance in order to deliver value to the business.</p> <p>Main areas of concern related to lack of vendor due diligence, unclear C&P Procedure roles and responsibilities and one sourcing process (pre and post award) regardless of risk and value.</p>
Innovation <i>What was innovative about our service?</i> <i>What was the added value?</i>	<p>Remote and flexible service, Rowe Advisory talent was accessed through virtual working practices. Conducted efficient approach to both the assess and review phases through review of relevant material provided along with interviews conducted with key business stakeholders to understand effectiveness of C&P in reality within the organisation. Interim feedback with key stakeholder allowed for clarity on prioritised areas for focus in final report. Focus on fit for purpose specific recommendations to aide with internal support to proceed with implementation.</p> <p>Rowe Advisory’s deep and extensive experience added value to challenge the status quo, presenting the risks and outlining the opportunities for change to drive improvement.</p> <p>Areas of focus identified for improving the value C&P deliver to the business included:</p> <ul style="list-style-type: none"> - Recommendations on supplier due diligence, including process, improvements, checklist and tools - Risk and value based approach to pre and post award contracting

	<ul style="list-style-type: none"> - Defining C&P roles and responsibilities. Focus on providing clarity and introducing commercial acumen and cost control through the contract lifecycle. - Improved contract planning and consolidation of requirements, linked to budgeting process - Improve pre-award approvals process and post award contract management.
Challenges <i>Were there any challenges during the project?</i>	Lean, agile client with no experienced C&P resource meant others have filled this role based on previous mixed experiences of what good C&P looks like. Overall, notwithstanding the risks identified, contracts seem to be placed in time based on stakeholder requirements. Consequently, the challenge was to identify the value in changing the status quo to leverage value and better manage risks.
Solutions <i>How were these challenges solved?</i>	Clear and concise communication on the risks associated with the gaps identified, coupled with clarity on the value with making the changes recommended allowed for a useful report to be submitted to the client.
Outcomes <i>What was the final outcome? How did the Client benefit/improve?</i>	Comprehensive and concise document identifying gaps, risks and recommendations. All focused on improving value and within the context of the clients culture, organisation, existing suite of contract requirements and budget.
Are there photographs of the project available?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Can you provide any conceptual images of the project?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Awards/Nominations <i>(If applicable)</i>	Not Applicable

Completed by: Olivia Brown

Date: 3 August 2020