

# Spice Girls and Value Creation

When 2 become 1

# Spice Girls and Value Creation, When 2 become 1

## Supplier Value Creation

- Risk
    - Reduce
    - Manage
  - Production
    - Increase output
    - Improve quality
  - Cost
    - Capex
    - Opex
    - Abex
    - G&A
  - People
  - Planet
  - Profit
- } Triple Bottom Line

## Customer Value Creation

Give the supplier every chance to get it right

Spice Girls Principle

Tell them what you want, what you really, really want

- Detailed Specification V Functional Specification
- Your challenges and needs
- Opportunity to offer alternatives
- Clear, weighted award criteria

# Spice Girls and Value Creation, When 2 become 1

## Interactive Session

Please let us know which of the 5 value creation areas – Risk – Production - Finance (Cost/Profit) – People – Planet you see as being the number 1 priority, in the following scenarios.

- What your organisation finds most important
- What you think your customers find most important
- What you think your suppliers find most important

## Followed by feedback and Q&A Session