

# A journey of discovery highlighting procurement efficiencies and identifying new practices

## Why CIPS Corporate Certification?

The organisation wanted to ensure its processes were being conducted in compliance with an approved industry standard, as well as identifying any gaps in performance.

It also wanted to address its relationships with suppliers, making sure they were offering value for money and favourable terms.

### The results

Polarcus has undergone a procurement health check as a result of CIPS Certification and is now a lot better positioned in terms of understanding processes and methodologies. The assessment has allowed the organisation to identify any capability gaps, introducing new processes to tackle these. Their mission is now to focus on the value-adding areas of the company. The accreditation from an internationally recognised auditor has raised their procurement function's profile, both internally and externally, highlighting their credentials in procurement practices.

### The benefits

- **Cost savings:** The Certification is part of a company-wide \$40m saving initiative
- **Upskilling:** Professional development via the accreditation means that all staff are now trained to the same level
- **Profile:** Part of the ambition around the Certification was to move procurement to the forefront of all of the company's activities, which they have now achieved
- **Competitiveness:** Recognition of its high standards of procurement activity has raised the company's standing within the industry.

## ABOUT POLARCUS

Polarcus is a marine geophysical company based in Dubai, with a fleet of six owned and two managed vessels. The company is a public listed company on the Norwegian Stock Exchange and employs 500 people.

## THE BACKGROUND

The procurement function at Polarcus is central to support operations. The role of the department is to buy material and services for its fleet of vessels, including maritime equipment and services, seismic equipment and services and logistics services globally.

Having moved from a shipbuilding company into a fully operational fleet of vessels, Polarcus quickly became aware of the different set of procurement and supply challenges they were facing and wanted to find a pathway to navigate these.

## CIPS Corporate Certification Standard

Globally recognised, CIPS Corporate Certification Standard is the only independent, comprehensive procurement-specific assessment of its kind. Examining your organisation's procurement and supplier management procedures in targeted detail, it highlights where improvements and efficiencies can be made, ensuring that procurement becomes an essential value driver and organisational influence.

- Helps you to deliver savings and value, and drive change
- Supports you to demonstrate your potential and value to senior management
- Ensures effective supply assurance and compliance through robust governance
- Identifies better, more efficient and more cost effective ways of working
- Engages and empowers your team, building morale
- Strengthens your relationships with key stakeholders.



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# Cips Case Study Analysis

**Michael Seilmaier**



## **Cips Case Study Analysis:**

Business and Competitive Analysis Craig S. Fleisher, Babette E. Bensoussan, 2007-02-27 The Definitive How To Guide for Business and Competitive Analysis Transform raw data into compelling actionable business recommendations Answer the questions executives ask What So What and Now What Today s 24 most valuable techniques how to choose them how to use them For everyone who performs analysis managers consultants functional specialists and strategists A completely new book by the authors of the popular Strategic and Competitive Analysis Business success begins with deep clarity about your competition and your business environment But even as data gathering has improved dramatically few business professionals know the state of the art techniques for analyzing their data Now there s a comprehensive immensely practical guide to today s best tools and techniques for answering tough questions and making actionable recommendations Business and Competitive Analysis begins with end to end guidance on the analysis process including defining problems avoiding analytical pitfalls choosing tools and communicating results Next the authors offer detailed guides on 24 of today s most valuable analysis models techniques that have never been brought together in one book before They offer in depth step by step guidance for using every technique along with realistic assessments of strengths weaknesses feasibility and business value

Leading Continuous Improvement Projects Fernando Gonzalez Aleu, Jose Arturo Garza-Reyes, 2020-02-10 This book is a reference for continuous improvement project CIP leaders facilitators in manufacturing and service organizations students undergraduate and graduate academics responsible for managing senior projects Capstone Projects and teaching quality courses and researchers interested in how organizations could produce more effective and efficient continuous improvement initiatives and projects The authors collected and analyzed information and results from CIPs they facilitated or co advised such as the improvement of the service level in a bottle manufacturing organization reduction of changeover in a brewery manufacturing organization reduction of ambulance response time and reduction of scrap in a steel transformation manufacturing organization Many of the CIPs were previously part of award winning white papers documenting critical improvements Throughout this book readers will learn different types of CIPs metrics to identify successful CIPs the 53 factors related to CIPs success how to manage CIPs behaviors to achieve outstanding results from CIPs Three of the chapters are supplemented with three or more case studies In addition the final chapter includes a list of behaviors expected from directors continuous improvement managers CIP leaders facilitators and CIP team members to obtain the major benefits from CIPs

Research Anthology on Blockchain Technology in Business, Healthcare, Education, and Government Management Association, Information Resources, 2020-09-30 Even though blockchain technology was originally created as a ledger system for bitcoin to operate on using it for areas other than cryptocurrency has become increasingly popular as of late The transparency and security provided by blockchain technology is challenging innovation in a variety of businesses and is being applied in fields that include accounting and finance supply chain management and education With the ability to

perform such tasks as tracking fraud and securing the distribution of medical records this technology is key to the advancement of many industries The Research Anthology on Blockchain Technology in Business Healthcare Education and Government is a vital reference source that examines the latest scholarly material on trends techniques and uses of blockchain technology applications in a variety of industries and how this technology can further transparency and security Highlighting a range of topics such as cryptography smart contracts and decentralized blockchain this multi volume book is ideally designed for academics researchers industry leaders managers healthcare professionals IT consultants engineers programmers practitioners government officials policymakers and students Industry 4.0 and Hyper-Customized Smart Manufacturing Supply Chains Ponnambalam, S.G.,Subramanian, Nachiappan,Tiwari, Manoj Kumar,Wan Yusoff, Wan Azhar,2019-06-28 Next generation supply chains revolve around smart manufacturing processes and personalized customization of products and services For businesses to stay relevant in the market today prioritizing customer satisfaction with speed and great service has become crucial Industry 4 0 and Hyper Customized Smart Manufacturing Supply Chains is an assemblage of innovative research ideas surrounding the methods of modern smart manufacturing technologies and digital supply chain management in the era of Industry 4 0 While highlighting topics including blockchain diffusion logistics system and data analytics this book is ideally designed for industry professionals researchers managers and students seeking current research on the role of technology in business production *Integrated Fault Seal Analysis* S. Ogilvie,S. Dee,R.W. Wilson,W. Bailey,2020-08-03 Faults commonly trap fluids such as hydrocarbons and water and therefore are of economic significance During hydrocarbon field development smaller faults can provide baffles and or conduits to flow There are relatively simple well established workflows to carry out a fault seal analysis for siliciclastic rocks based primarily on clay content There are however outstanding challenges related to other rock types to calibrating fault seal models with static and dynamic data and to handling uncertainty The variety of studies presented here demonstrate the types of data required and workflows followed in today s environment in order to understand the uncertainties risks and upsides associated with fault related fluid flow These studies span all parts of the hydrocarbon value chain from exploration to production but are also of relevance for other industries such as radioactive waste and CO2 containment Archer-Daniels-Midland Company V. Illinois Commerce Commission ,1998 *Proceedings Ninth International Workshop on Software Specification and Design* ,1998 *HRD Perspectives on Developmental Relationships* Rajashi Ghosh,Holly M. Hutchins,2022-01-04 Developmental relationships constitute interdependent generative connections that promote growth and learning among individuals While studies reporting the impact of developmental relationships on learning performance and career development leaves no doubt about its relevance to the human resource development HRD field we lack an in depth understanding of how developmental relationships apply to the myriad of topics relevant to contemporary HRD research and practice such as social justice diversity and equity leadership development career transitions knowledge sharing organization development

employee engagement organizational learning culture globalization national HRD and technology at work This book presents a comprehensive collection of evidence based studies and conceptual articles that explore how developmental relationships that are cultivated within and outside of the workplace apply to those clusters of topics in HRD Organized around six themes the chapters examine topics such as knowledge management critical perspectives on gender diversity and equity building a learning organization talent development and emotional closeness in the context of virtual workplaces In doing so the book highlight how research on developmental relationships can be the underlying thread connecting the otherwise disconnected varied topical foci of HRD research and practice thus broadening our understanding of the relevance of developmental relationships within the HRD field This volume advances HRD scholarship and will appeal to researchers interested in exploring the nature and benefits of developmental relationships including mentoring and coaching *Small Urbanized Area Transportation Planning Case Study* ,1983 Infrastructure Development in Nigeria Michael O.

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