



Benchmarking

About Us

At a glance

- We Streamline Commercial Processes, Enabling Better Contract Outcomes
- International Commercial & Contract Management consultancy boutique.
- Prime customers industrial, wholesale companies and public services.
- Partnership of independent senior management consultants experienced in Commercial, Finance, Legal and IT management.
- We have on average a 20+ year experience in Commercial & Contract Management practices.

Why Important

- Competitive Forces and current commercial reality urge us to re-align our Commercial & Contract Management practices.
- Most of the businesses, processes and costs have been grown organically during high times of the economical cycle. The current commer-



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Your Partner in Commercial & Contract Management



What Do We Offer

- Benchmark current activities to the 'What Good Looks like' grid
- External view on the actions to get a more efficient and effective Sales and Purchase processes



What Good Looks Like

The right blend of the 5 enablers is critical to be 'Good' for your organisation.

- **Process** enabler is about maximizing the business value by managing the commercial contract portfolio. The process steps in the right order and time.
- **Content** enabler is about a value and optimized offering and prioritized approach on material and high-risk contracts and meeting customer/supplier needs.
- **Tools** enabler is about that what we have a structured approach on what we plan, agree we are able to deliver against credible expectations.
- **People** enabler is about an organisation model where skilled commercial stakeholders are working together to design, agree and deliver the deals.
- **Overall** it is about teaming up and that the enablers continuously keep pace with the rapid changing external and internal conditions.

How Do We Work

We work on a Staged Approach

- First, we conduct an intake meeting with the sponsors and agree confidentiality, scope and conditions.
- Secondly, we conduct surveys on portfolio & competences, conversion & outcome success, process steps and internal views of the Commercial, Supply, Finance and Legal stakeholders and their representatives.
- Thirdly, we conduct a F2F workshop to validate, share outcomes and recommend transformation plan on the gap to potential Good Looks Like grid.



Contact Us

Interested to know more about **Our Value Offering**, give us a call on [+31 10 799 73 83](tel:+31107997383) or contact us through e-mail Info@BloomingContracts.com to plan an introduction meeting, which is free from charge.