



GREY SPACE

Business Profile



GREY SPACE

Who We Are

Grey Space is your “go to” solution for procurement outsourcing and advisory services

Our mission is to help you harness the power of your spend and spur business viability



We help organizations
reach their
Procurement Potential



GREY SPACE

Expectations



More value from your spend



The freedom to focus on your core business



Process documentation with increased traceability and transparency



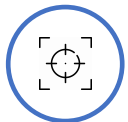
Processes tailored to optimize your business operations



Savings and added value that increases your competitive advantage



Procuring specifically what you need to meet your business goals



Reduced Supply Chain Risk





GREY SPACE

Our Services

At Grey Space we provide you with **effective procurement advice and services**, from improving your margins to reducing costs, **driving value creation and reducing third-party risk**

The diversity of organizations that our professionals have worked with allow them to **meet your specific demands** across multiple services

We provide a **range of services** across our procurement advisory and outsourcing capabilities

Our **key services** include: operational, developmental and analytical procurement; advisory; outsourcing for strategic and standardized procurements



Procurement Advisory &
Outsourcing Capabilities

Procurement Advisory Analysis

In 2019, benchmarking and monitoring are a necessity for any self-improving business, we can help with both. Our gap analysis will reduce the vulnerability of your processes and procedures and get the best out of your talent. We'll analyse your spending, identify inefficiencies and optimise your costs in the process. We can also improve your sustainability levels by assessing you and your supplier's capabilities and setting benchmarks for improvement.

Key Services:

- Spend Analysis: cost optimisation & savings
- Tail Spend: Consolidation & supply base efficiency
- Talent and Operational Performance: analysis, benchmarking and improvement potential
- Procurement Audits: analyse your contracts
- Sustainability: gap analysis & benchmarking



Analysis & improvement
– your competitive
advantage



GREY SPACE

Procurement Advisory Operations

At Grey Space we strive to streamline procurement operations and leverage differentials in order to take our client's business to the next level. We communicate your requirements to the market, ensuring all factors are considered. We assess proposals, identify what matters, making commercial evaluations transparent and simple. We'll support your commercial negotiations by developing strategies and approaches ensuring you don't leave anything on the table.

Key Services:

- Scope of Works: development & advice
- Commercial Proposal: analysis & advice
- Commercial Negotiation: strategy development & support



Helping organisations and
leaders achieve their
true potential




GREY SPACE

Procurement Advisory Development

Sometimes analysis isn't enough, that's why at Grey Space we help you develop the tools and systems you need to action your data. We'll develop short, medium and long term strategies for you to implement and achieve your targets. We'll also develop a supplier relationship strategy so that you can drive up value when you engage with the market. We are also well versed in improving sustainable procurement and we can develop policies, processes, procedures and monitoring mechanisms to do this.

Key Services:

- Procurement Strategy: development & implementation advice
- Supplier Relationship Strategy: development & implementation advice
- Sustainability Strategy: development & advice



Making a company's
strategy come alive



GREY SPACE

Procurement Outsourcing

Standardised Procurements

We excel when our clients use us to take the complicated and time consuming out of their procurements. When scope of works and requirements are clearly defined and fixed, we conduct proposal and quotation assessments and provide you with focused recommendations, dispensing of the poor options and leaving you with the best. We will reach out to the market quickly and find the suppliers who can deliver exactly what you require. Allowing us to manage this process allows you to focus on your core business, without any distractions.





GREY SPACE

Procurement Outsourcing

Strategic Procurements

Our experience in handling high value and challenging procurements make us an ideal option for procurement engagements that require expert advice. When scope of works and requirements are not clearly defined and fixed, we embed ourselves into your team, identify your requirement and formulate them into accurate and market ready scopes of work. Once a bidder's list is established, we conduct a deep dive assessment into their technical and commercial proposals in order to distinguish the best from the rest and provide you with the right contenders. When high or strategic spending is critical to your business, we make sure you can do so in confidence.



Our Experience

Telecoms • Tourism • Industrial
• Hospitality • Consultancy
• Information Technology
• Events • Logistics • Technology
equipment • General business
requirements • Facility
management





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