

Procurement and Supplier Solutions

MRL Management Services has assisted many organisations in achieving significant benefits when running tender processes or in their reviews of existing supplier contracts.

Two winners = success

What makes us unique is our approach to contract negotiation and management. We recognise that any contract is a two way relationship, in which all parties need to feel that they are winners and have achieved their goals. Only in such cases will relationships be both sustainable and deliver their full value for all parties.

It is this approach that has resulted in us having quality relationships with our clients as well as a professional and fair reputation with suppliers.

Client Benefits

Through our assistance organisations have achieved significant benefits across a range of services and products including:

- Direct Financial Savings through service and product cost reductions
- Economies of scale through the development of regional agreements
- Reductions in the costs associated with managing contracts
- Improved service and product delivery
- Improved Key Performance Indicators (KPIs) and Key Operational Indicators (KPOs)
- Increased employee satisfaction
- Improved industry reputations

Regional Strategies vs. Local Solutions

MRL has developed a business strategy which has allowed organisations which operate in more than one country or region to achieve significant benefits through the implementation of regional strategies rather than individual country solutions. This approach encompasses not only how the supplier needs to deliver but how the client needs to effectively manage regional contracts so as to extract the maximum benefits.

Preferred Supplier vs. Committed Agreements

It may not always possible to guarantee business requirements and purchase volumes, and sometimes no one supplier can meet all the requirements of an organisation. In such cases it may be necessary to develop a preferred supplier contract rather than a single source agreement. MRL has significant experience in structuring the best form of supplier arrangements to suit your business needs.

Working with your organisation

Our approach is to become a valued partner, integral to your organisation throughout the process. Teamwork is crucial to ensuring the best outcome, this may include:

- Stakeholder consultations
- Training of key staff
- Strategy developments
- Audits and Reviews
- Presentations to senior staff / management
- Ongoing reviews as needed

Examples of Product & Services Tenders and Reviews we have assisted in:

- Relocation and Immigration Services
- Telecommunication Services
- Motor Vehicle Fleet Purchases
- Motor Vehicle Leasing
- Taxi and Limousine Services
- Document Management
- Travel and Airline agreements
- Gift Ware
- Office Building Construction / Fit Outs including:
 - Architectural / Design Services
 - Interior construction
 - System Furniture / Chairs / Carpet
 - Structured Cabling
 - LEED Accreditation (United States Environmental Building and Fit out Standards)

Product Experts

MRL has access to a network of product experts who work together with internal parties to ensure all relevant issues are addressed.

Our People - Lead Negotiator

Mark Landis has over **seventeen years of corporate negotiation experience**. He has run tenders and negotiated contracts both in Australia and internationally with all sized organisations, including private, government and publicly listed.

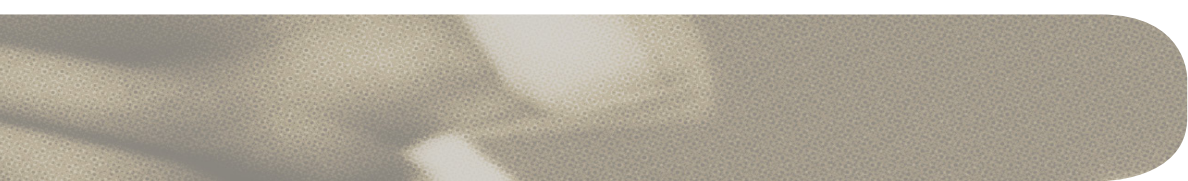
The corporate reputation of both MRL and our clients is of utmost importance.

MRL adds independence

and credibility to any procurement process and provides senior management and corporate boards with the **confidence** that any procurement process has delivered the best outcome for their organisation.

Services Provided

- Independent reviews of existing contracts to identify opportunities for commercial savings and improvements
- Development and Running of the entire Tender Process to:
 - Identify and Review business needs
 - Review existing supply agreements
 - Prepare strategy and board papers
 - Identify suitable suppliers through a pre-qualification process
 - Writing of commercial documentation for the tender process
 - Develop Tender Evaluation Criteria
 - Facilitate short listing meetings and selection process
 - Price and services negotiations
 - Develop Key Performance and Operational Indicators
 - Present evaluation committee decisions to senior management
- Requirements post the selection of a supplier:
 - Final Commercial Contract Negotiations
 - Implementation Strategies
 - Contract and KPI / KOI reviews as required



Professional Fees

We offer a flexible approach to the costs for our services. What is most important to us is our corporate reputation and that clients feel they are getting value for money for our assistance.

Please contact us for a no obligation discussion about how we can fulfil your organisation's procurement and negotiation needs.



Contact Us

Mark R. Landis
w: +61 3 9824 0348
m: + 61 417 303453
mark@mrlms.com.au
www.mrlms.com.au