SmartBuyer

The Fractional Procurement Network

MANAGING PROCUREMENT THROUGH M&A AND DIVESTMENT



Buy, sell and separate with confidence, not confusion.

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Welcome

This introductory guide to managing procurement during complex mergers, acquisitions and divestments has been written in collaboration with a number of the fractional procurement specialists in our Network. It is designed to get your started, fill in some knowledge gaps, and enable you to deliver additional benefit to your company.

Procurement category specialism is the 'secret sauce' to our profession. AI has it's value in operational efficiency, but nothing will replace the streetwise knowledge category experts have built up over time, the market dynamics, pitfalls to avoid, questions to ask, price to pay. This is something procurement should be rightly proud of and ensure we maintain that USP.

We built SmartBuyer to pool the expertise of our procurement peers, for their benefit and for yours. You shouldn't have to jump through hoops trying to justify expensive consultancies, you need rapid access to the best category expertise, flexibly, cost effectively and without commitment. We now have over 500 procurement specialists in our Network, covering 250+ niche categories.

SmartBuyer is built to give you access to experts, without any of the usual hurdles.

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Mark spent 30 years in senior procurement roles across manufacturing, FMCG and professional services before founding SmartBuyer to connect businesses with specialist procurement expertise on demand.

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1 Introduction

You may never have run procurement through a deal before, and it can feel daunting. One week you are managing a normal category plan. The next you are told the business is acquiring a competitor, merging with a peer, or selling off a division, and that procurement is expected to protect supply, keep every factory and office running, and deliver a large chunk of the promised savings, all at once and often under a tight, board-level clock.

The good news is that procurement is one of the most reliable value levers in any transaction. Done well, it delivers savings faster and more predictably than almost any other function. Done badly, it stalls the deal, disrupts customers, and quietly erodes the value the deal was meant to create.

This SmartBuyer 15-minute guide is a practical introduction to leading procurement through mergers, acquisitions, carve-outs and divestments. It covers both sides of the table: buying and integrating a business, and separating and selling one. You will learn what actually happens to your contracts, your suppliers, your data and your team, and the specific moves that protect supply and capture value at each stage: pre-close diligence, signing to close, Day 1, the first 100 days, and steady state.

It is written for a procurement or finance leader who wants a clear map before the pressure hits, not a legal textbook. Where the detail matters, for example on contract novation, transition services agreements and competition law, we point you to what to get right and where to bring in specialist help.

2 What Happens to Procurement in a Deal?

A deal changes who owns and controls a business, and that quietly rewrites the assumptions behind every contract you hold. Suppliers signed up to deal with a particular legal entity under particular volumes and terms. When ownership or structure changes, those agreements may need consent, transfer, renegotiation, or replacement. Procurement sits right in the middle of that.

Think of it like changing the engine in a car while it is still moving. The business cannot stop trading, customers cannot notice a difference, yet underneath, ownership, contracts, systems and teams are all being swapped over. Your job is to keep supply flowing while the mechanics happen.

The four deal types you will meet

Acquisition

Focus: You buy another business and fold it in. Procurement integrates two supplier bases, harmonises terms, and hunts for consolidation savings.

Watch-outs: Duplicate suppliers, clashing contract terms, and an acquired team unsure who they now report to.

Merger

Focus: Two businesses of similar size combine. Procurement designs a single new operating model rather than simply absorbing one side.

Watch-outs: Politics over whose process and whose suppliers win. Gun-jumping rules limit what you can share before close.

Divestment / Carve-out

Focus: You sell part of the business. Procurement separates shared contracts, systems and people so the unit can stand alone or move to a buyer.

Watch-outs: Stranded costs, dis-synergies, and group deals or parent guarantees that vanish the moment the unit is on its own.

Spin-off

Focus: A division becomes an independent company (NewCo), often with the parent (RemainCo) providing services temporarily under a TSA.

Watch-outs: Standing up a procurement function from scratch, with no leverage, no systems, and a ticking transition clock.

The Five Phases of a Deal

Whichever side you are on, the work runs through the same five phases. Knowing which phase you are in tells you what you are allowed to do and what you should prioritise.

Phase	What procurement is doing
Pre-close diligence	Reviewing contracts, spend and supplier risk in the target or the unit being sold. Sizing synergies or dis-synergies. Working inside clean-team rules.
Signing to close	Planning integration or separation while the two businesses must still act as competitors. No pricing or supplier coordination yet.
Day 1	The legal close. Supply must not skip a beat. Critical contracts, payments and systems keep working from the first hour.
First 100 days	Executing novations and TSAs, rationalising suppliers, and capturing the quick, high-confidence savings.
Steady state	Exiting TSAs, finishing systems and data integration, and embedding the target operating model.

3 Why Procurement Makes or Breaks the Deal

Deals are justified on a business case, and procurement is one of the biggest, most credible lines in it. Here is why the function carries so much weight, and what happens when each point is handled well or badly.

3.1 Procurement is the Fastest, Most Reliable Synergy

Of all the cost synergies promised in a deal, procurement is typically the one that actually lands. Industry analysis puts procurement at around **85 percent realisation of announced value**, usually captured within the first three to nine months, accounting for roughly 25 to 40 percent of a merger's total cost-saving potential. That makes procurement the workstream the board watches most closely.

3.2 Contracts Can Quietly Stop the Deal

Many supplier and customer agreements contain **change-of-control or assignment clauses**. When ownership changes, these can give the counterparty the right to terminate, renegotiate, or demand consent. A single critical supplier exercising that right can halt production or dent the valuation. Finding these clauses early is core diligence, not an afterthought.

3.3 Get Day 1 Wrong and Customers Feel It

On Day 1 the business must trade exactly as before. If a payment run fails, a system loses access, or a supplier downs tools because nobody told them what was happening, the disruption reaches customers fast. Procurement owns a large share of the **Day 1 run-book**: which contracts must keep working, who can still raise a purchase order, and who pays whom.

3.4 Divestments Create Stranded Costs and Dis-synergies

Selling is harder than it looks. A unit that lived inside a group enjoyed group pricing, shared contracts, and parent guarantees. Once it stands alone, those advantages disappear, and the parent can be left carrying costs that no longer have a home. Planning for that reality **protects the value on both sides**.

3.5 The Clock and the Regulator Constrain You

Between signing and close, the two businesses must still behave as independent competitors. Sharing current pricing, coordinating on suppliers, or integrating too early is called **gun-jumping** and can bring real regulatory penalties. In the UK, larger deals may also need clearance from the Competition and Markets Authority.

Examples: Where It Goes Right and Wrong

These examples illustrate what the stakes look like in practice across each of the five risk areas.

EXAMPLE — Synergy
Two mid-market manufacturers merge. Within the first year the combined procurement team consolidates volumes across MRO, safety equipment, packaging and janitorial supplies and lands close to 20 percent savings on those indirect categories, simply by moving all spend onto the better of the two existing contracts. No renegotiation heroics, just consolidation done early.

EXAMPLE — Change-of-control clause
During diligence on an acquisition, procurement flags that the target sole-source packaging contract has a change-of-control clause allowing termination on 30 days notice. The team quietly lines up a waiver and a backup supplier before close, avoiding a supply gap that would have stopped the line in week one.

EXAMPLE — Day 1 failure
A carve-out closes without a plan for procure-to-pay access. The new standalone unit cannot raise purchase orders or pay suppliers for a fortnight because it no longer has the parent ERP. Suppliers pause deliveries, and a two-week problem becomes a customer problem. A simple TSA for system access would have prevented it.

EXAMPLE — Dis-synergy
A group sells a business unit that bought its logistics through a group-wide contract at a keen rate. Standalone, the unit loses that volume leverage and its logistics costs rise noticeably, while the parent is left with a minimum-volume commitment it can no longer fill. Both were foreseeable dis-synergies that should have been priced into the deal.

EXAMPLE — Gun-jumping
Two competitors agree a merger. Keen to move fast, a category manager asks the other side for their current supplier price files to plan savings. That is gun-jumping. The correct route is a clean team of non-operational people or advisers who work on aggregated, historical data only, until the deal legally completes.

4 Preparing: Due Diligence and Pre-Close Planning

Everything good that happens after close is set up before it. Preparation is where you find the risks that could stop the deal, size the value you are expected to deliver, and build the plan you will execute on Day 1. Begin by defining, in plain English, exactly what is being bought, sold or combined, and which suppliers, contracts and people go with it.

4.1 Build the Fact Base

You cannot plan what you cannot see. Assemble three things early, because the data is almost always messy and fragmented across multiple systems. Most teams start a deal able to see only 40 to 60 percent of their spend clearly, so allow time to cleanse and normalise it.

Contract Inventory

Every material agreement, tagged for change-of-control, assignment, consent, exclusivity and termination clauses, and by criticality.

Spend Baseline (Spend Cube)

Spend by supplier, category and business unit, cleansed so the same supplier is not hiding under five different names.

Supplier Dependency Map

Which suppliers are sole-source or business-critical, and which relationships are shared with the parent or the other party.

TIP

Prioritise ruthlessly. You do not need every contract on Day 1. Focus first on the critical few suppliers that could stop production, breach a customer commitment, or trigger a change-of-control clause. Put those on the legal fast track and let the long tail follow.

4.2 Clean-Team Rules and Synergy Sizing

Respect the Clean-Team and Gun-Jumping Rules

Before close, competitively sensitive information must be handled carefully. Set up a clean team of non-operational staff or third-party advisers, working in a clean room, who can see the sensitive detail and plan integration without that information leaking to the people who set prices and pick suppliers day to day. Share aggregated and historical data rather than live pricing. This keeps diligence moving without creating antitrust risk.

> ⚠ **WATCH OUT**
> Enforcement is real and current. In January 2025 the US FTC imposed a significant gun-jumping penalty for pre-merger coordination. Treat the clean-team protocol as a hard rule, not a formality, and take legal sign-off on what can be shared.

4.3 Size Synergies and Dis-synergies Honestly

Build a defensible number, not an optimistic one. On the buy side, estimate procurement synergies category by category rather than applying a single blanket percentage. On the sell side, be equally rigorous about dis-synergies and stranded costs.

Spend area	Typical consolidation saving
Direct materials, components, packaging	3 to 12 percent of addressable spend
Factory indirect (logistics, MRO, utilities)	1 to 4 percent
Corporate indirect (IT, telecoms, marketing, FM)	5 to 10 percent
Volume consolidation alone (typical)	3 to 8 percent
Disciplined, systematic programmes	9 to 23 percent of the target cost base

Reference points help credibility: Kraft and Heinz captured around 1.5 billion dollars in procurement savings within 18 months of merging. Use ranges you can defend, and where a figure cannot be sourced, describe the direction rather than inventing a number.

4.4 Stand Up Governance and the Team

Deals move too fast for business as usual. Set up an Integration (or Separation) Management Office and a clear procurement workstream lead who reports into it. Appoint leaders from both sides where relevant, so the acquired or divested team has a credible, visible point of contact from the start. Uncertainty is the enemy: teams that do not know who they report to stop making decisions, and short-term supply arrangements get expensive fast.

Procurement Workstream Lead

Owns the plan, the synergy target and the Day 1 run-book for procurement.

Legal / Contracts Counsel

Handles novations, consents, change-of-control and TSA drafting.

Finance / Synergy Tracking

Validates baselines and tracks realised savings against the deal case.

IT / Systems

Owns ERP and procure-to-pay access, cutover and data migration.

HR / People

Manages team transfers, TUPE where it applies, and retention of key staff.

Category Managers

Execute supplier consolidation and negotiation once the deal completes.

5 The Five Core Workstreams

Whatever the deal, procurement work sorts into five workstreams. Run them in parallel, each with a named owner and a clear Day 1 and 100-day goal. Below is what to focus on in each, and where they typically go wrong.

1. Contract Separation and Novation

Focus: Inventory every material contract, decide its disposition (keep and novate, assign, replicate, retire, or renegotiate), and secure any consents. Get change-of-control and critical supplier contracts moving first.

Watch-outs: Non-assignment and consent clauses can block or delay close. Novation needs every party to agree, so start early and expect it to take longer than you think.

2. Transition Services (TSAs)

Focus: Where the seller must keep providing procurement or supply-chain services after close, scope them tightly, price them clearly, and set a firm exit date. Aim to keep TSAs short and few.

Watch-outs: TSAs that drift cost the buyer value and tie up the seller. Vague scope and no exit plan are how six-month arrangements become two-year ones.

3. Supplier Rationalisation and Synergy

Focus: Consolidate duplicate suppliers onto the best available terms, harmonise contracts, and bank the quick wins first. Sequence the top three to five sourcing moves with owners and fact packs.

Watch-outs: Chasing hard renegotiations before the easy consolidation. Moving before demand data and specifications are aligned, which stalls the whole workstream.

4. Systems and Data

Focus: Give the right people access to raise orders and pay suppliers from Day 1, then plan the migration onto one platform. Cleanse and normalise supplier and spend data as you go.

Watch-outs: Fragmented ERPs and un-normalised vendor names hide spend and duplicate payments. A big-bang cutover is riskier than a phased one.

5. Team and Operating Model

Focus: Design the target operating model (centralised, decentralised or centre-led), map people to roles, retain key talent, and communicate early. Handle any staff transfers under TUPE correctly.

Watch-outs: Decision paralysis while structure is unclear. Losing key buyers who hold the supplier relationships. Underestimating culture and communication.

Which Workstream Leads, and When

You cannot do everything at once. This routing matrix shows which workstreams to put first depending on the situation you are in.

Your situation	Priority order of workstreams
Buying and integrating a competitor	Supplier rationalisation and synergy, then contract novation, then systems, then team, then TSAs (if any).
Merger of equals	Team and operating model, then contract harmonisation, then supplier synergy, then systems.
Selling / carving out a unit	Contract separation and novation, then TSAs, then systems, then team.
Standing up a spun-off NewCo	TSAs (to keep running), then systems and data, then team, then supplier contracts.

6 Contractual and Commercial Mechanics

This is the technical heart of the guide: the specific mechanisms you use to move contracts, keep services running, and model the true value of the deal. Get the language right here and the rest of the integration flows.

6.1 Assignment versus Novation

These are not interchangeable, and the difference matters. Assignment transfers the benefit (usually the right to be paid) but generally leaves the original party on the hook for obligations. Novation replaces one party with another entirely, transferring both rights and obligations, and it releases the outgoing party from future liability. Because novation changes who the counterparty is, it needs the consent of every party and is best done by a signed deed.

Mechanism	What it does and when to use it
Assignment	Transfers rights only. No counterparty consent needed unless the contract says so. Assignor usually stays liable. Use for straightforward transfer of benefits.
Novation	Substitutes a whole new party, rights and obligations. Needs all parties to agree, best by deed, releases the outgoing party. Use when a supplier or customer contract must genuinely move to the new entity.

TIP
A recent UK case, Magee v Crocker (2024), confirmed that contractual restrictions on transfers or dealings do not automatically block a novation. Even so, the safe route is always a three-way novation agreement signed by the outgoing party, the incoming party and the counterparty.

6.2 Handling Change-of-Control Clauses

A change-of-control clause gives a counterparty rights when ownership changes, commonly the right to consent, renegotiate or terminate. Triggers vary: the most common threshold is a change of more than 50 percent of voting power, though some contracts bite at 25 to 50 percent or on a change of management. In a share sale, the entity signing the contracts does not change, so novation is often unnecessary, but a change-of-control clause can still be triggered. Identify these in diligence and, for critical suppliers, secure waivers or amendments before close.

6.3 Transition Services Agreements (TSAs)

A TSA is a contract where the seller keeps providing specific services to the buyer or NewCo for a defined period after close, so the business can keep running while it stands up its own capability. TSAs typically run 3 to 12 months and span workstreams such as IT, ERP and accounting, HR and payroll, customer support, procurement and supply chain, treasury, tax, and brand. Procurement and supply-chain TSAs often cover existing supplier contract servicing, procure-to-pay access, and warehousing or third-party logistics, and typically last around six months.

Getting TSA Commercials Right

Pricing

Cost reimbursement is standard, often with a modest single-digit markup. Lock the basis early: fully-loaded people costs, any markup, and inflation or escalation.

Scope and SLAs

Define exactly what is provided and to what standard, with realistic response and resolution times, to avoid disputes later.

Duration and Exit

Set a firm end date with a defined extension and early-termination process, and a handover run-book.

Governance

Name executive sponsors on both sides and a steering group to resolve roadblocks.

TIP

Exit TSAs as fast as safely possible. PwC analysis links expedited TSA exits (6 to 12 months rather than the typical 12 to 24) to an 8 to 11 percent value uplift, with much of that coming from roughly a year of extra business value captured by getting out early. Every month on a TSA is a month you are dependent on the other side.

6.4–6.5 Hidden Costs and Modelling True Value

6.4 Hidden Costs to Watch

- **Stranded costs:** overhead and contracts left behind when a unit is sold but the volume leaves with it.
- **Dis-synergies:** lost group leverage, pricing and parent guarantees once a unit stands alone.
- **Dual running:** paying for two systems, two contracts or two teams during the transition.
- **TSA overruns:** extension fees and escalation when exits slip beyond the planned date.
- **Retention and change costs:** bonuses to keep key buyers, plus data cleansing and system migration effort.

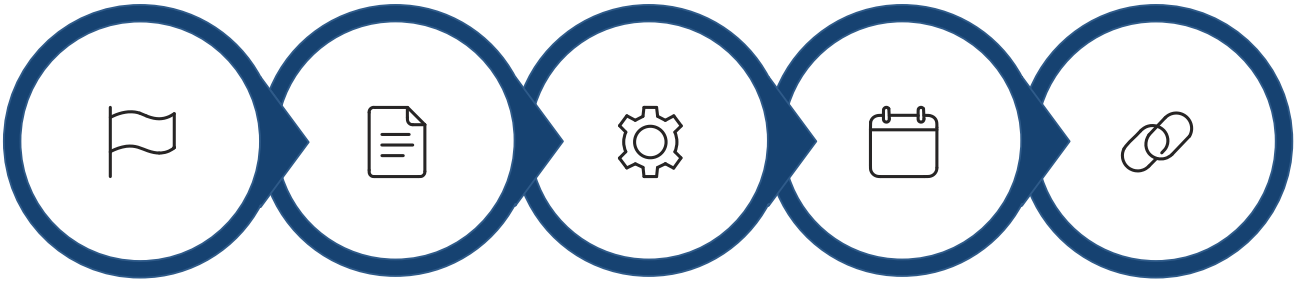
6.5 Model the True Value

Build a simple three-year value model, not just a Day 1 saving. Net the gross procurement synergies against the dis-synergies, the one-off costs (TSA fees, legal, systems, retention) and the time it realistically takes to capture each move.

A synergy that costs more to capture than it returns in year one is not a synergy, it is a distraction. Presenting the number this way is what earns procurement credibility with the deal team and the board.

7 Step-by-Step: Leading Procurement Through the Deal

Seven steps take you from the first briefing to steady state. They apply whether you are buying, merging or selling, with the emphasis shifting depending on your side of the deal.



Mobilise **Baseline** **Design** **Day 1 Plan** **Contract Strategy**

Each step is designed to build on the last. Skipping steps or rushing the process is the most common cause of supply disruption and missed synergies in M&A deals.

Step 7.1 Mobilise and Run Diligence

Stand up the procurement workstream inside the IMO, agree the clean-team protocol, and get access to the data. Your goal is to surface deal-stopping contract risks and a first view of value.

What to Do



Confirm scope: exactly what is being bought, sold or combined



Set clean-team rules and get legal sign-off on what can be shared



Request contract, spend and supplier data for the target or unit

Step 7.2 Baseline Spend and Contracts

Turn messy data into a clear picture you can act on.

1 Cleanse and Normalise Data

Cleanse and normalise supplier and spend data into a single view so you can see who you are buying from and how much.

2 Tag Every Material Contract

Tag every material contract for change-of-control, consent and termination clauses so nothing surprises you after close.

3 Rank Suppliers by Criticality

Rank suppliers by criticality and flag sole-source dependencies. These are the relationships that can stop the business if they break.

Step 7.3 Design the Target Operating Model and Team

Decide how the combined or standalone function will run before you move people.

1 Choose the Model

Choose the model: centralised, decentralised or centre-led. Have a clear rationale tied to the deal logic and the size of the combined function.

2 Map Roles and Plan Transfers

Map roles, identify key talent to retain, and plan any TUPE transfers. Losing the buyers who hold the supplier relationships is a common and avoidable mistake.

3 Communicate Early and Clearly

Communicate early and clearly to stop decision paralysis. Teams that do not know who they report to stop making decisions, and that costs money fast.

Step 7.4 Plan Day 1 Readiness

Day 1 readiness is the minimum needed to operate legally and commercially from the first hour. Build a run-book.

List Critical Contracts and Payments

List the critical contracts and payments that must not fail. A missed payment or an unpaid supplier is a supplier who may stop delivering.

Confirm Procure-to-Pay Access

Confirm who can raise purchase orders and who pays suppliers from the first day. Access to the wrong or no ERP is one of the most common Day 1 failures.

Agree TSAs to Bridge Gaps

Agree any TSAs needed to keep services running from close. Scope them tightly and give them a firm exit date before close, not after.

Step 7.5 Separate or Integrate the Contracts

Execute the contract moves in priority order, critical suppliers first.



Issue Novation or Assignment Paperwork

Issue novation or assignment paperwork and chase consents. Track every outstanding consent against a firm deadline.



Secure Waivers for Change-of-Control Clauses

Secure waivers or amendments for change-of-control clauses before close, not after. Once the deal is public, counterparties have more leverage.



Stand Up or Exit TSAs on Schedule

Stand up or exit TSAs against a firm schedule. Every week of drift on a TSA is a cost to one or both sides.

Step 7.6 Capture Synergies in the First 100 Days

Bank the confident, quick wins before tackling the hard negotiations.

Consolidate Duplicate Suppliers

Consolidate duplicate suppliers onto the best existing terms. Volume consolidation alone typically delivers 3 to 8 percent savings with no renegotiation needed.

Sequence the Top Sourcing Moves

Sequence the top three to five sourcing moves with named owners and fact packs. Assign accountability for each before the workstream starts.

Track and Report Realised Savings

Track realised savings against the deal case and report to the IMO. Procurement credibility is built by delivering what was promised, on time.

Step 7.7 Exit TSAs and Reach Steady State

Finish the job so the business is genuinely standalone and integrated.

Migrate onto a Single Procure-to-Pay Platform

Migrate onto a single procure-to-pay platform, phased not big-bang. A phased cutover is more manageable and less likely to cause a Day 2 crisis.

Complete TSA Handovers and Switch Them Off

Complete TSA handovers and switch them off on schedule. Letting TSAs drift is one of the most expensive and avoidable mistakes in a deal.

Embed the Target Operating Model

Embed the target operating model and close out the synergy programme. The deal is not done until procurement is running as designed, not on temporary arrangements.

8 Glossary

Term	Definition
Acquisition	One business buys and absorbs another.
Assignment	Transfer of the benefit (rights) of a contract, usually leaving the original party liable for obligations.
Carve-out	Separating and selling part of a larger business, often IT, people and contracts included.
Change-of-control clause	A contract term giving a counterparty rights (consent, renegotiate or terminate) when ownership changes.
Clean team / clean room	A ring-fenced group of non-operational people or advisers allowed to review sensitive data pre-close.
Day 1 readiness	The minimum capability needed to operate legally and commercially from the moment the deal closes.
Dis-synergies	Extra costs or lost advantages that appear when a unit stands alone, for example lost group pricing.
Gun-jumping	Unlawful coordination or integration between merging parties before the deal legally completes.
IMO	Integration (or Separation) Management Office, the central team that runs the deal execution.
Novation	Replacing one party to a contract with another, transferring rights and obligations, with all parties' consent.
NewCo / RemainCo	The newly separated business (NewCo) and the retained parent (RemainCo) in a divestment or spin-off.
Stranded costs	Overheads or commitments left with the seller when a unit and its volume depart.
Synergy bridge	A view of how combined costs move from two standalone bases to one target, showing the savings.
TSA	Transition Services Agreement, where the seller keeps providing services to the buyer for a set period.
TUPE	UK regulations protecting employees' terms when a business or service transfers to a new employer.

9 Quick-Reference Checklist

Run through this end to end. If you can tick every box, procurement is ready for the deal.

- [ ] Procurement workstream stood up inside the IMO with a named lead.
- [ ] Clean-team protocol agreed and legally signed off before sharing data.
- [ ] Contract inventory built and tagged for change-of-control, consent and termination.
- [ ] Spend baseline cleansed and normalised into a single view.
- [ ] Critical and sole-source suppliers identified and prioritised.
- [ ] Synergies (or dis-synergies and stranded costs) sized by category and defensible.
- [ ] Day 1 run-book complete: critical contracts, PO raising and payments covered.
- [ ] Novation, assignment and consent actions underway for critical contracts first.
- [ ] Change-of-control waivers or amendments secured where needed.
- [ ] TSAs scoped, priced, and given a firm exit date and handover plan.
- [ ] Target operating model chosen and key talent retained; TUPE handled correctly.
- [ ] Realised savings tracked against the deal case and reported to the board.

10 Further Resources & Next Steps

Competition and Markets Authority (CMA)

UK merger control thresholds and process. Authoritative guidance on what triggers a review and how to navigate clearance.

gov.uk/cma

CIPS

Professional guidance and templates on contracts and supplier management. Useful for novation, TSA and procurement operating model frameworks.

cips.org

Acas

Plain-English guidance on TUPE and staff transfers. Essential reading before any deal involving a transfer of people.

acas.org.uk

IMAA

The Institute for Mergers, Acquisitions and Alliances, for deal and synergy frameworks used by practitioners globally.

imaa-institute.org

Need Expert Help?

M&A and divestment are exactly where a specialist procurement pair of hands pays for itself. SmartBuyer can drop in an experienced deal-side procurement lead to run diligence, build your Day 1 run-book, execute novations and TSAs, and capture the synergies your board is counting on, without you having to hire permanently.

Book a discovery call at **smartbuyer.co**

Book a call

www.home.smartbuyer.co

You don't need more people in your Procurement team, fractional is the solution.

Markets constantly change, Procurement teams are stretched, securing the best commercial deals on everything you buy is an ongoing challenge.

SmartBuyer solves this, providing your Procurement Team with access to 500+ Specialist Buyers in a rapid, fractional, pay as you go service. Minus the expensive consultancy fees.

Our network of specialists work flexibly, delivering both short and long term projects:

Sourcing & Tenders

- Reviewing or drafting RFPs and tender documentation
- Running competitive sourcing events end-to-end
- Negotiating renewals and framework agreements

Analysis

- Providing independent spend analysis
- Drafting category strategies
- Delivering category-specific market intelligence

Strategy

- Supporting cost reduction and value engineering projects
- Advising on supplier selection and risk management
- Building procurement strategies and operating models

SmartBuyer, The Fractional Procurement Network. 500+ specialist buyers across 250+ procurement sub-categories. Rapid. Flexible. No commitment.

