



The Global Standard for Procurement and Supply

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Leading global excellence in procurement and supply

Segment 8.1 Delivering Value for Money

Level: Tactical

Theme: Metrics & Measurement

Knowledge: Will know and understand	Capabilities: Will be able to
Value for money criteria such as pricing/ costs, delivered quality, timescales, quantities and location requirements	Apply the balance of value for money criteria appropriate to the procurement of goods or services in your area of responsibility
Measuring achieved savings of goods and services to recognise efficiencies	Analyse data to report savings achieved for purchased goods or services
Comparing forecasts with actual expenditures to control expenditures	Analyse data showing forecasts for actual expenditures and examine variances between forecasted and actual expenditures taking account of market trends
Assessing the quality of supplies of goods and services to ensure that quality standards are achieved	Analyse reports and data on the quality of goods and services supplied and take actions with suppliers or internal stakeholders to remedy and prevent defects
Measuring internal and external lead times of supplies	Monitor internal and external lead times and take actions to remedy delays and improve lead time performance

Knowledge: Will know and understand

Capabilities: Will be able to

Measuring the performance of supplies of goods and services

Anticipate and identify contractual delays or variations and take actions to remedy performance issues and improve lead time performance, escalating when necessary to the contract manager

Achieving functional targets in procurement and supply

Collate data required for the fulfilment of targets for the procurement and supply function as necessary to improve performance

Measuring service levels for supplies of goods and services

Compare service performance against planned service levels and take actions to improve performance

Related CIPS Knowledge Links

[Value Generation](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Efficiency/Value-Generation1/) - <http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Efficiency/Value-Generation1/>

[Data Analysis/Business Intelligence](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Understand-Need---Market-and-options-assessment/Data-Analysis--Business-Intelligence/) - <http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Understand-Need---Market-and-options-assessment/Data-Analysis--Business-Intelligence/>

[Performance Analysis and Management](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Developing-and-managing-contracts/Performance-Analysis-and-Management1/) - <http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Developing-and-managing-contracts/Performance-Analysis-and-Management1/>

[Total Quality Management \(TQM\)](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Continuous-Improvement/Total-Quality-Management-TQM/) - <http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Continuous-Improvement/Total-Quality-Management-TQM/>

[Stakeholders](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Procurement-Organisation/Stakeholders/) - <http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Procurement-Organisation/Stakeholders/>

[Supplier Evaluation and Appraisal](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Supplier---bid---tender-evaluation/Supplier-Evaluation-and-Appraisal1/#tabs-2) - <http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Supplier---bid---tender-evaluation/Supplier-Evaluation-and-Appraisal1/#tabs-2>