Supplier Management

Global control of your learning supplier lifecycle and a streamlined procurement process
Full supplier management service that allows you to offload your regional and global training supplier operations to GP Strategies, which enables you to focus on what you do best.

GP Strategies supplier management service seamlessly integrates into your organisation, bringing to bear all of GP Strategies learning expertise and technology. You may transfer all vendor management processes and logistics to GP Strategies or partner on select programmes - relieving consistency, quality and risk compliant pain points and seeing dramatic improvements in cost savings and efficiency.

We employ a team of sourcing specialists to ensure that our supplier network and learning offerings exceed customer expectations, ensuring learning services can be procured and delivered when and where our clients require.
Integrating, automating and optimising global learning supplier networks

GP Strategies 35 years of managed learning service experience has developed a global and regional aligned cost effective, reliable and centralised supplier management model, encapsulating the full supplier management lifecycle; consulting, resourcing, proposal management, contract and relationship management, onboarding and training, evaluation, reporting, invoicing and payments.

The model adheres to laws, regulations, financial and reporting requirements of the geographies where our clients do business and we adapt our functional capabilities to support local market regulations and languages. The model is scalable from managing global vendor partners for off-the-shelf courses; to individual contractor or consultant instructors within North America, EMEA, and the Asia Pac regions; to on-site staff managing and administering all suppliers and consultant services.

Our Expertise

Global Footprint

Strengthen and uncover the value of global training supplier relations and networks

GP Strategies has over 1100 strategically placed contractual agreements with established partners across the globe, in 85 countries, with multiple providers in each area, resulting in a flexible, robust, and cost-effective service delivery solution designed to meet your organisation’s needs and goals.

The number of clients we support, our regionalised expertise, and long-standing supplier network, provides efficient operations at a reduced rate - with punctual delivery. This same robust, tried and tested scalable supplier management model and infrastructure can be implemented, integrated and put to work in your business.
GP Strategies supplier management model is driven by intelligent, global, 24-7 technology. Our global technology partner Oracle provides the supplier ecosystem applications that; qualify, administer and assess suppliers on a global scale. Oracle Supplier Lifecycle Management and Oracle Supplier applications are designed to arm businesses with; global unparalleled visibility of all suppliers, a streamlined registration and payment process, prospective supplier review, cross functional supplier performance evaluation and effective governance and risk mitigation.

The Oracle applications represent a new generation of automated supplier management and procurement intelligence, alongside GP Strategies integrated, optimised and reliable supplier management model we provide fast, high quality decision support, planning and logistics.

We can also work within your organisation’s framework and existing procurement and payment systems.
Our training outsourcing model includes supplier management services provided on a global scale to deliver the benefits of managing the supplier spend on training across large supplier databases and in line with agreed contractual terms.

To support our client’s supplier management needs, we use our regionally experienced supplier and sourcing specialists to manage the areas outlined on the following pages.
Supplier Consulting

Simplify supplier invoicing, payment processes and performance reporting

Our sourcing specialists will become familiar with your suppliers, learning requirements, systems and processes to provide recommendations for refinement and improvement in supplier selection, evaluation, certification and contract processing. Our sourcing specialists look to:

- Rationalise your supplier database to reduce the work effort and financial commitment
- Conduct benchmarking exercises to assess the quality and competitiveness of current supplier solutions
- Identify supplier consolidation opportunities to improve global and regional programme consistency
- Leverage suppliers across GP Strategies’ customers to provide measurable cost savings

Supplier Resourcing

Improve supplier relations, improve quality, save money and reduce risk

Our internal supplier sourcing experts, technology and processes are designed to source and manage training suppliers, content, materials, and instructor resources on a global scale.

You can count on GP Strategies’ supplier management services to help your learning organisation meet their global training delivery needs by:

- Effectively leveraging supplier offerings and global reach
- Efficiently managing the overall process from initial request through service delivery
- Utilising technology to capture, manage and report data
- Continuously monitoring vendor quality and performance to ensure expectations are met
Contract management lifecycle that strengthens contractual commitments

GP Strategies supplier management model enables businesses to have all suppliers, contracts and reviews provided by one strategic partner, eliminating duplicate records, out of date contracts and driving service excellence. By having a consolidated view of all your supplier contract information, you can analyse, control and adjust deliverables to meet business objectives with a clear understanding of any contractual impacts.

Not only do you have access to this centralised contractual supplier, GP Strategies manages the supplier contract creation lifecycle from contract request, generation, negotiation, approval to execution and filing - which means all contracts are consistent, meet all legal requirements are providing our clients with governance and due diligence in relation to disputes and are up to date and easily found.

Supplier Proposal Management

Free-up procurement and finance teams to focus on other critical business objectives

One of our primary distinguishing characteristics is that training is not a side-line business for GP Strategies - it is our business. Training is not a bi-product of other services or a convenient revenue channel. Training is our core competency, so when you are looking to find a supplier to support your learning strategy we bring uncompromised focus and manage each stage of the proposal process:

- Market Analysis
- Specification (business requirements, time, pricing, constraints, etc.)
- Proposal (supplier response)
- Evaluation (response evaluation and feedback)
- Negotiation (cost and/or services supplied)
- Implementation (supplier onboarding)
Aligning supplier performance goals with your learning strategy and business objectives

GP Strategies recognises that many of our client’s suppliers are important to their learning design and delivery strategies. With your organisation's goals in mind, we evaluate current and potential providers to determine when, where, and how they should be engaged to support your learning strategy.

Categorisation by service and benchmarking against competitors (including GP Strategies) means we can assess the quality and price of their solutions.

We evaluate and assess suppliers based on performance against predefined requirements which many include; financial health, learning content and delivery capability, operational performance metrics, business processes and practices, behaviours or cultural factors and risk. References and past performance reviews are checked for previous, current and potential new suppliers.

Supplier Evaluation and Reporting

Streamline and accelerate how you recruit, qualify and maintain new suppliers

Supplier vetting is crucial to our procurement process to ensure that they have the appropriate capabilities and quality management systems, to meet our clients HR, technology, process, risk and governance requirements.

GP Strategies supplier management team partners with you to bring practical expertise and analytics, and proven methodologies to deliver real cost savings. Our experts take on the tasks of opportunity assessment, planning, and negotiation.

Supplier Onboarding and Training
Supplier Invoicing and Payments

GP Strategies provides a global automated supplier management payment process that is integrated with your centralised supplier database to deliver efficiencies in invoice submission, administration, and payment. The application documents Statement of Work (SOW) deliverables, as work is completed the supplier uploads corresponding invoices for payment.

While many learning companies provide services across the globe, they don’t necessarily have business entities that can invoice and receive payments locally. The way suppliers are procured for services has a tax impact. GP Strategies is experienced in working globally in the procurement of learning vendors, we leverage this experience to help our clients navigate the best solutions for managing and contracting global and regional vendors.

Contact us today to discuss how GP Strategies Supplier Management Model will deliver great benefit to your organisation, we can share our success stories and walk you through the steps of the model.

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