

# Procurement competence... Skills profiling

Industry Sector: Telecommunications  
Location: Global  
Client: **Global Telecommunications Provider**

## Challenge

A global telecoms provider sought to equip its supply chain function with the skills to ensure major band expansion in the period to 2014

## Approach

PMMS helped the organisation future gaze its key supply risks for the next 10 years and develop skills profiles for key categories which were seen as high risk

These models were developed to assess the current community of 90 category managers and put in place an organisational structure which identified common characteristics across commodity markets and develop project teams to be equipped with the necessary commercial and leadership skills.

## Benefits

This process identified priorities for the function in terms of skills profile but, just as importantly, delivered supply risk profiles which allowed the supply chain function to contribute at strategic level within the wider business.