

IACCM Capability Maturity Assessment

The first step towards contracting excellence



The IACCM Capability Maturity Assessment provides the insights you need to drive added value from your contracting process

In today's complex and competitive global economy, the contracting process has become a critical source of strength ... or weakness.

Is your contracting process supporting strategic goals and objectives and driving change, or simply maintaining the status quo? In today's fast-moving business environment, contracts and the contracting process must be adaptive, promoting the policies and practices that ensure competitiveness and raise margins. Your contracts are a core asset – but is your contracting process an asset or a liability when it comes to business performance?

The Capability Maturity Assessment reconciles the process with business goals and identifies priorities in closing gaps. It offers benchmarked evaluation so that you know the exact size and potential cost of those gaps – or the extent to which you have built competitive edge.



The Assessment

IACCM offers a confidential and objective analysis of current performance and compares your results against industry norms and world-class standards.

The assessment process is carried out through a standardized, online survey. Unlike many similar assessments, we include stakeholder opinions to ensure objective insights to process performance, not just a purely functional view.

We offer assessment against nine areas of competence and at five levels of performance, comparing your results with competition and world-class standards.

Maturity Model Overview

- Leadership
- Customer / Supplier Experience
- Execution & Delivery
- Solution Requirements Management
- Financial
- Information Systems / Knowledge Management
- Risk management
- Strategy
- People Development

Evaluation

- 1 (0%)** "Start-up"
- 2 (25%)** "under development"
- 3 (50%)** "discipline is functional"
- 4 (75%)** "continuous improvement"
- 5 (100%)** "world class"

WHY UNDERTAKE THE ASSESSMENT?

Remove the mystery from the contracting process. Gain objective insights to today's performance, comparisons to the outside world and realistic assessment of business impact.

Through our research, we know that high performance contracting processes deliver extensive business value:

- ✓ Increased satisfaction from trading partners
- ✓ Increased margins from improved revenue or savings
- ✓ Increased brand image from the integrity of your commitments

Whatever your business priorities – increased speed to market, improved reputation, greater compliance, more holistic management of risks, better financial performance, reliable management information – the contracting process has potential to deliver results.

In today's digital economy, contracts contain a wealth of management insights – the insights that can make a critical difference to performance.

The Capability Maturity Assessment helps you realize these benefits.

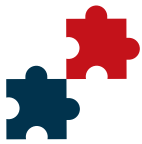


The Workshop

Review and validate results; develop an improvement plan which has cross-functional support and agreed priorities.

The purpose is simple: to provide you with an agreed improvement plan.

The workshop should include key representatives of the stakeholder groups, so that there is shared commitment to the results. Starting from business goals, what are the most glaring deficiencies in today's process? How can contracting deliver greater value? What is the project plan to drive to the next level of maturity?



Optional Extras

Premium Workshop

IACCM can work with your organization to provide insight to more detailed operational benchmarks of process efficiency and effectiveness, highlighting how improvements may be achieved that could lead to increased revenues, margin or competitive advantage. Drawing on IACCM's extensive data, we can work on issues such as lead-times, head-count, job roles and use of technology to target specific improvement objectives.

Unless otherwise agreed, your organization would be responsible for internal data collection to allow benchmark comparison.

Pricing

Charges for an IACCM assessment are negligible compared with the improvements that can be achieved.



Basic Assessment and one-day workshop*

US\$ 7,000



Optional Extra: Premium Workshop**

US\$ 2,000

* Note

This price does not include travel and expenses associated with the delivery of any onsite workshops.

** Note

This figure assumes the use of established industry data.

For more in-depth industry comparison (e.g. via specific interview) or for IACCM to collect or validate your internal data, there would be an additional charge.

Please send inquiries about this service to info@iaccm.com