

Organisation & Process Competence Assessment

The PSCM Index™ is an on-line tool that provides clients with a comparative assessment and benchmark of the current process & system performance of the procurement and supply chain management (PSCM) function.

The assessment and benchmarks provided are both against world-class, industry and sector, comparators. The aim is to provide clients with a clear insight into those processes & systems that require immediate attention and improvement.

The tool provides for on-line self-assessment followed by an audit and detailed improvement report by Newpoint.

The tool analyses current organisational structure and process competencies against 184 world-class performance attributes, in the following areas:

- Business Buy-in and Functional Role
- Stakeholder Management
- Strategic Sourcing Process
- Organisational Structure
- Systems and Processes

Breakdown of the Industrial Sectors in the PSCM™ Index

The database currently has 206 organisations distributed over the following *Private* and *Public* industry sectors:

PRIVATE SECTOR

Aerospace/ Defence	9	IT/Technology	12
Automotive	10	Leisure Industries	8
Banks/ Financial Services	13	Media/Publishing	7
Chemicals	8	Metals/Mining	5
Construction	11	Oil & Gas	18
Consumer Goods/ FMCG	9	Pharmaceuticals	9
Distribution/ Logistics	7	Retail	8
Food/ Drink	10	Transport	9
Industrial Man./ Engineering	9	Utilities/ Power	8

TOTAL SAMPLE

206 Organisations

Private Sector = 169
Public Sector - 37

PUBLIC SECTOR

International	6	National	12
Quasi	9	Regional/ Local	10

The Self Assessment Benchmarking Report

After completing the 184 questions on the online questionnaire organisations are instantly presented with a benchmark which compares their performance against all other self assessed organisations in the database. The benchmark compares your score against the worst, best and average performers in the database.

The PSCM Index™ Benchmark Report

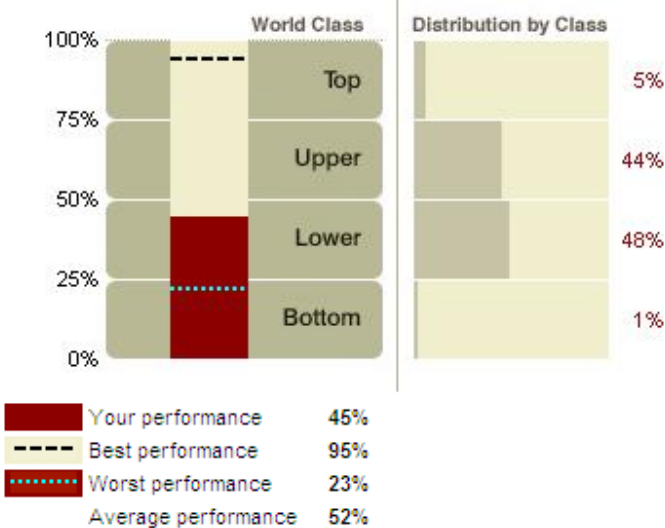
Example output

The PSCM Index Self Assessment Benchmarking Report

This is The PSCM Index Self Assessment Benchmarking Report for User0000 - Demo

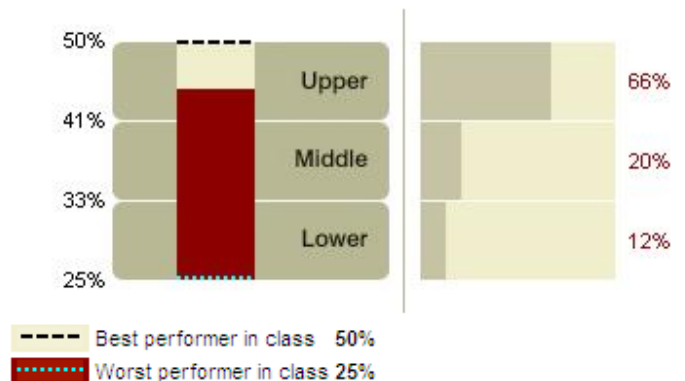
PSCM Ranking

Your self assessed position against world class performance is illustrated below



Position in Class

Your self assessed position in the Lower class is illustrated below



[View Results by Section](#)

Organisations can choose from a number of analytical variables to personalise their benchmark. For example, an organisation may only wish to compare their performance against organisations in the same sector as themselves or against organisations with a similar annual turnover.

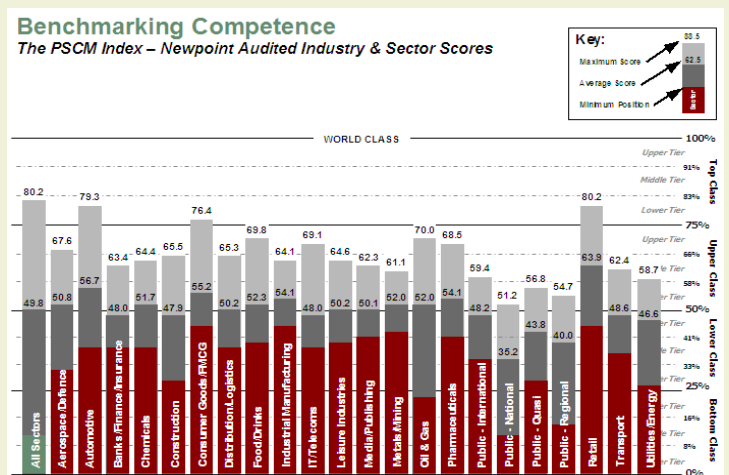
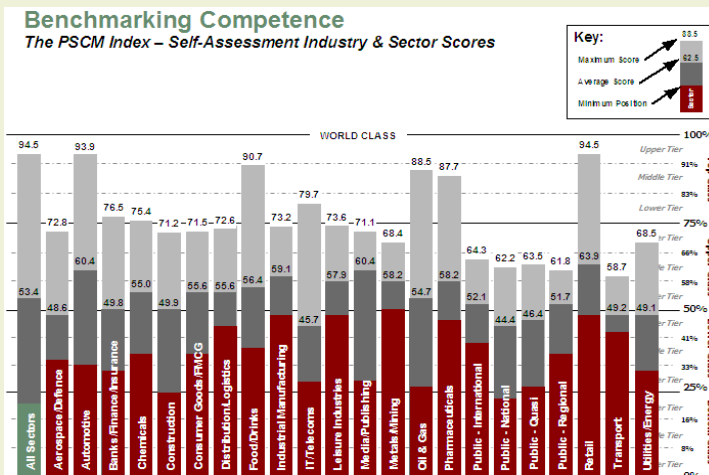
However, the self assessment is subjective and therefore Newpoint offer an audit service which verifies the responses for each question and provides a details gap analysis and improvement plan.

The Audited Benchmarking and Gap Analysis Report

In order to verify an organisation's responses Newpoint offer an Auditing service. The Audit verifies each response given in the PSCM Index™ giving the organisation a detailed and accurate view of their PSCM performance in each of the assessed areas.

The Self Assessment & Audited Databases

Scores are, on average, 10-15% lower in the audited database which gives a more realistic view of your organisation's PSCM performance



The audit presents organisation with a detailed breakdown of their score in each of the 16 assessed areas and compares their performance with all organisations in the database, the top scorer in their sector and the **Ideal** score for their sector. This is supported by a comprehensive report which provides feedback on each of the 184 questions and makes recommendations for improvement.

	Self-Assessment (%)	Variance (%)	Newpoint Audit (%)	Current Class Position (Newpoint Audit)	Top Score in Your Sector (%)	Potential Best in Class for Your Sector	Top Score in PSCM Index (%)
A: Business Buy-in and Role	74.0	-6.0	68.0	Upper Class / Upper Tier	78.0	89.0	95.0
B: Stakeholder Management	73.4	-	73.4	Upper Class / Upper Tier	73.4	90.6	81.3
C: Strategic Sourcing Process	63.3	-5.0	58.3	Upper Class / Lower Tier	69.6	91.5	75.5
C1: Strategic Understanding	75.0	-12.5	62.5	Upper Class / Middle Tier	69.6	95.5	70.5
C2: Defining Business Needs	67.7	-9.1	58.5	Upper Class / Lower Tier	62.2	86.6	74.4
C3: Supply Market Analysis	50.0	-	50.0	Upper Class / Lower Tier	71.7	89.5	74.3
C4: Sourcing Option Dev. & Selection	68.8	-6.3	62.5	Upper Class / Middle Tier	72.9	97.9	74.3
C5: Tender & Market Test	69.4	-3.7	65.7	Upper Class / Middle Tier	69.4	93.5	72.2
C6: Final Supp. Selection & Cont. Award	55.9	-	55.9	Upper Class / Lower Tier	72.1	98.0	85.3
C7: Contract Start-up & SPM	62.5	-3.6	58.9	Upper Class / Middle Tier	69.3	86.5	87.5
C8: Transition & Exit	41.7	-	41.7	Lower Class / Upper Tier	75.0	88.9	75.0
D: Organisational Structure	71.2	-1.9	69.3	Upper Class / Upper Tier	75.9	98.1	92.9
D1: Organisational Effectiveness	61.7	+1.7	63.3	Upper Class / Middle Tier	76.7	93.3	95.0
D2: Individual Competences	77.9	-4.8	73.1	Upper Class / Upper Tier	76.0	100.0	88.5
D3: Organisational Alignment	68.8	-	68.8	Upper Class / Upper Tier	93.8	100.0	97.0
E: Systems and Processes	56.8	-	56.8	Upper Class / Lower Tier	76.5	90.2	85.6
Total	65.0	-4.0	61.0	Upper Class / Middle Tier	70.0	92.1	80.2

To support the PSCM Index™ Newpoint have developed the **ICA Index™** which assesses the competence of individuals in procurement function.

For further information on the PSCM Index™ or the ICA Index™ please e mail info@newpointIndex.com.