

GROUP — EXECUTIVE BRIEFING

Sourcing Consolidation Briefing

What the group buys twice

DOCUMENT	PREPARED	OWNER	PAGES	STATUS
SCB-27-070	January 2028	Group Sourcing	6	Illustrative sample

The read

Four houses buy from the same eleven suppliers at four different prices, and the spread is wider than any volume discount would be. Consolidating negotiation without consolidating specification captures most of the saving and none of the risk.

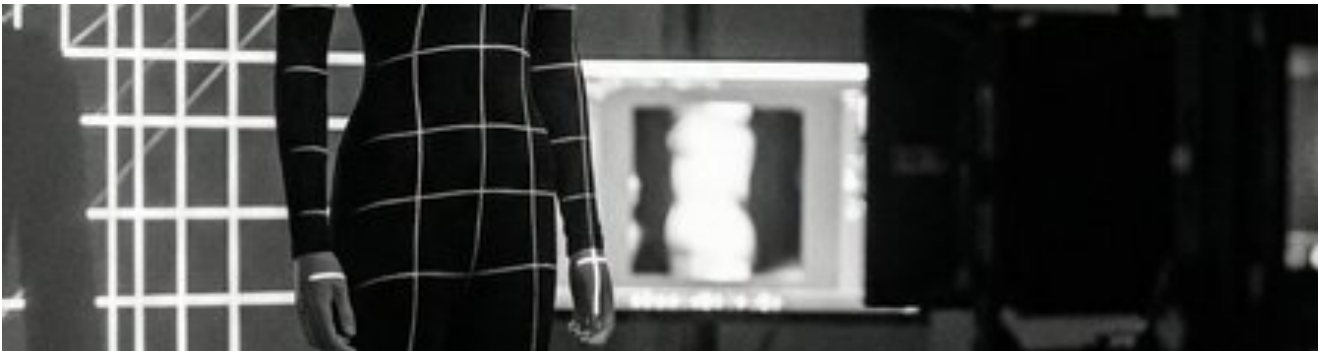
II Suppliers shared by four or more houses	19% Price spread on identical articles	4 Separate negotiations, same supplier	O Group-level terms in place
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CONSOLIDATE

- 01 Negotiation and terms.
- 02 Certification verification.
- 03 Payment terms.
- 04 Audit.

DO NOT CONSOLIDATE

- 01 Specification.
- 02 Which supplier a house chooses.



Where the work is done.

THE HOUSE · MCLEUKER HOUSE SET

SO WHAT

Consolidating negotiation is a saving. Consolidating specification is a creative decision dressed as a procurement one, and it is where consolidation programmes usually fail.

The overlap

SHARED SUPPLIERS		
SUPPLIERS USED BY	COUNTCOMBINED SPEND	PRICE SPREAD
All five houses	3Highest	19%
Four houses	8High	14%
Three houses	14Medium	9%
Two houses	21Lower	7%
One house	62Lowest	n/a



Where it is reported and averaged.

THE GROUP · MCLEUKER HOUSE SET

SO WHAT Three suppliers serve every house at a nineteen per cent spread. That is not a volume effect; it is four separate negotiations with the same company.



Five houses, one obligation, and an aggregate that hides four of them.

MCLEUKER HOUSE SET

What to consolidate

NEGOTIATION, NOT SPECIFICATION

Group negotiates	Price, terms, payment, audit rights
Houses retain	What they buy, and from whom
Why	A house forced onto a shared article stops being that house
Saving	Most of it sits in price and terms, not in article consolidation
Not assessed	Whether suppliers would accept group terms — not approached

SEQUENCE

NOW	Group terms with the three shared-by-all suppliers Largest spread, fewest conversations.
+2 MO	Extend to the eight shared by four Same method, more suppliers.
NEVER	Consolidate specification It is the thing the houses are bought for.

SO WHAT	Starting with three suppliers rather than eleven makes it a pilot instead of a programme, and it is where the widest spread already sits.
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Decisions

DECISIONS ARISING FROM THIS BRIEFING

DECISION	OWNER	BY	IF IT IS NOT TAKEN
Negotiate group terms with the three shared-by-all suppliers	Group Sourcing Director	31 Jan	Four negotiations continue with each
Confirm houses retain specification and supplier choice	Chief Executive	31 Jan	The programme is resisted and fails
Approach the three suppliers about group terms	Group Sourcing Director	28 Feb	Acceptance is assumed
Report spend by supplier across houses, monthly	Group Finance	28 Feb	The overlap stays invisible

SOURCES AND BASIS

Supplier overlap and spend — group purchase records across the five houses.
Price spread — identical articles compared across houses, at the same dates.
Supplier positions — not yet sought; recorded as outstanding.

ILLUSTRATIVE SAMPLE

This document is a rendered SAMPLE of the Sourcing Consolidation Briefing template, produced to show its structure, exhibit inventory and register. The figures in it are illustrative and are not market intelligence. A real run of this template researches and cites its figures with an as-of year for each, or marks them as modelled and states the basis — the rule the template itself carries.