



Cost Optimisation Opportunity Assessment™

Overview

The **Cost Optimisation Opportunity Assessment™** is a targeted diagnostic designed to uncover untapped savings opportunities within your procurement function. In today's environment, cost pressure is constant, but many organisations are not fully leveraging the tools, data, and strategies available to them

How It Works

1. Complete a **40-question diagnostic** (10–15 minutes)
2. Receive an **Opportunity Score (0–100%)**
3. Identify your **hidden savings potential**
4. Understand your **highest-impact improvement areas**

What You Get

- A clear view of your cost optimisation capability
- Identification of **untapped savings opportunities**
- Insight into your biggest performance gaps
- A foundation for a targeted cost improvement plan

Assessment Framework

The **Cost Optimisation Opportunity Assessment™** diagnostic consists of 40 targeted questions across five critical areas:

1. Spend Visibility

How well you understand, access, and analyse your spend data.

2. Cost Reduction Levers

How effectively you identify and apply savings opportunities.

3. Category Management

The maturity of your category strategies and execution.

4. Savings Delivery

How consistently savings are realised, tracked, and embedded.

5. Capability & Enablement

The skills, tools, and support required to deliver results.



Why It Matters

Most organisations achieve some savings, but:

- Opportunities are often missed or unidentified
- Savings are not consistently delivered or sustained
- Procurement lacks full visibility and control

This assessment helps you quickly identify where value is being lost—and where it can be recovered

Who It's For

- Procurement and commercial teams
- Finance and operations leaders
- CIO, and IT Heads

Your Opportunity Level

Your results will place you into one of five categories:

Score	Interpretation
0–20%	Significant Untapped Savings
21–40%	High Savings Opportunity
41–60%	Moderate Opportunity
61–80%	Optimised but Improvable
81–100%	Highly Optimised

Maximise Your Results

To get the most value from the assessment, answer each question honestly and avoid “sugar-coated” responses. The more accurate your input, the more meaningful and actionable your results will be.

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