



# Duplicating success: *procuring* *Platinum*



**CIPS Procurement Excellence Advanced award**

Iridesse Production Press

Since achieving their first CIPS Platinum level Procurement Excellence award, the American global corporation Xerox has undergone significant transformation. And yet, Xerox Global Procurement has maintained an unwavering alignment to its strategic priorities. Here, we reveal how the company continues to meet the requirements of the Advanced Standard at Platinum level.



Outstanding  
purchasing  
services



Driving  
profitability and  
productivity



Role models  
in the  
business

# About *CIPS* *Procurement Excellence Programme*

The only assessment of its kind.

This independent, comprehensive, procurement-focused award will help procurement to become fundamental to your organisation's strategic operations.

The programme measures your function against our world-class, globally recognised standards, and will act as a catalyst for transformational change to help you achieve sustainable value, meet challenges and drive continuous improvement across five assessment dimensions:

- Leadership and organisation
- Strategy and policy
- People
- Processes and systems
- Performance management

CIPS is the world's largest professional body dedicated to procurement and supply.

***“It's important for us to be role models within the business, particularly when it comes to best-in-class industry benchmarks. So I am delighted to share that we have retained our Platinum Performance Excellence Standard globally from the Chartered Institute of Procurement & Supply.”***

***Tammy Linder, Global Procurement Business Operations***

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For generations, Xerox has stood for innovation and quality. It revolutionized the office, created printing-on-demand, and repeatedly reinvented and transformed to keep pace with customer and market trends. Discover more about Xerox at [www.xerox.com](http://www.xerox.com) or on Twitter at [@Xerox](https://twitter.com/Xerox).

## *Creating opportunities to improve*

Xerox Global Procurement (GP) has always strived to deliver outstanding purchasing services that drive profitability and productivity, enabling Xerox to maintain a competitive advantage and enjoy growth in the marketplace.

Over a decade ago, GP sought to benchmark its work against world-class procurement organisations, to better understand the opportunities to refine their working practices and facilitate continuous improvement. The CIPS Standards presented just the challenge.

GP first achieved the highest level of CIPS Procurement Excellence back in 2013, demonstrating incremental productivity, delivering savings, and positioning the company strongly within the market. What's more, it operated as a strategic business partner to internal value chain partners and made a considerable impact on the company's needs and deliverables.

## *Making the grade*

Since then, against the backdrop of significant corporate and market transitions, GP has maintained its procurement policies, procedures, processes and systems. And, in a bid to continue to deliver unrivalled services and support the strategy of turning Xerox into a technology powerhouse, it increased the number of dimensions rated at the Platinum level from their original certification.

“CIPS Advanced Standard re-certification is important to Xerox because it validates our high performing structure, management and use of best-in-class tools and processes,” explains Andrew Bonacci, Business Process Improvement Manager at Xerox.

The team worked tirelessly to meet the requirements of the Advanced Standard. By going through the accreditation process again, it has improved the profile of GP within the organisation, and found opportunities to further refine and improve its working methods. Their accreditation is well deserved.

