

Working with Eurostar

Claire Labat
Procurement Category Manager

Really moving



Where do we deliver?

- HS1
- Tread Lightly
- Rail Team



How do we do it?

Optimising Cost, Quality and Risk of the products and services we pay for, to meet our operational and service delivery needs

- Sourcing
- Tendering
- Negotiation
- Vendor Base Management
- Vendor Relationship Management
- Contracts & Contract Management
- 'Requisition to Pay' process



How do we source?

- Sourcing Projects: working in cross-functional team
- Reverse Auctions: impressive cost reductions, but must be fit for purpose
- Portal: phase 1 to be available next week
www.eurostar.com/procurement
- eTendering: in development to be implemented in 08

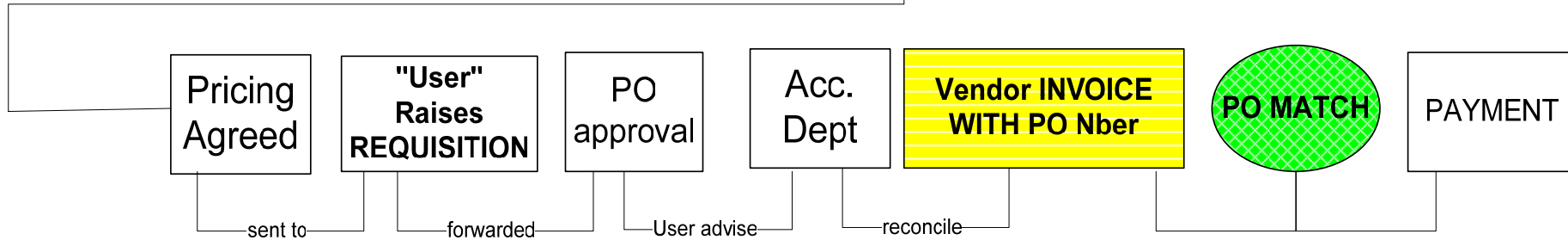
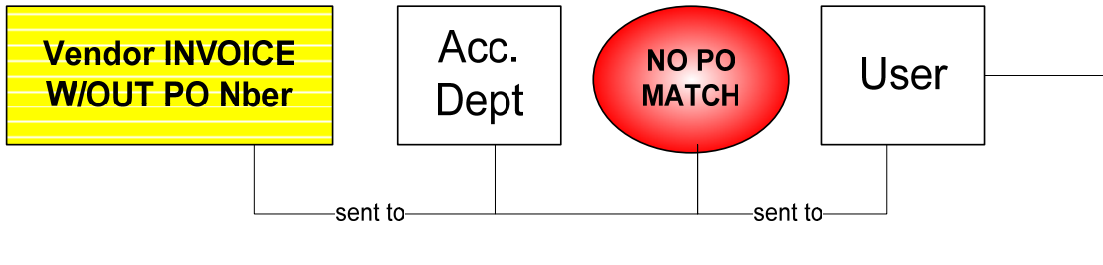
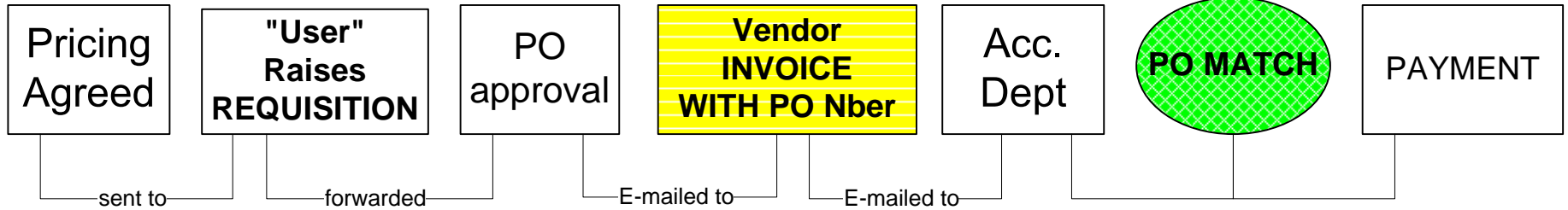


How does Eurostar buy?

- eProcurement: EurostarBuy
95% of purchased goods and services
- Stock management system: MCSII
5% of purchased goods and services
=> stock train parts



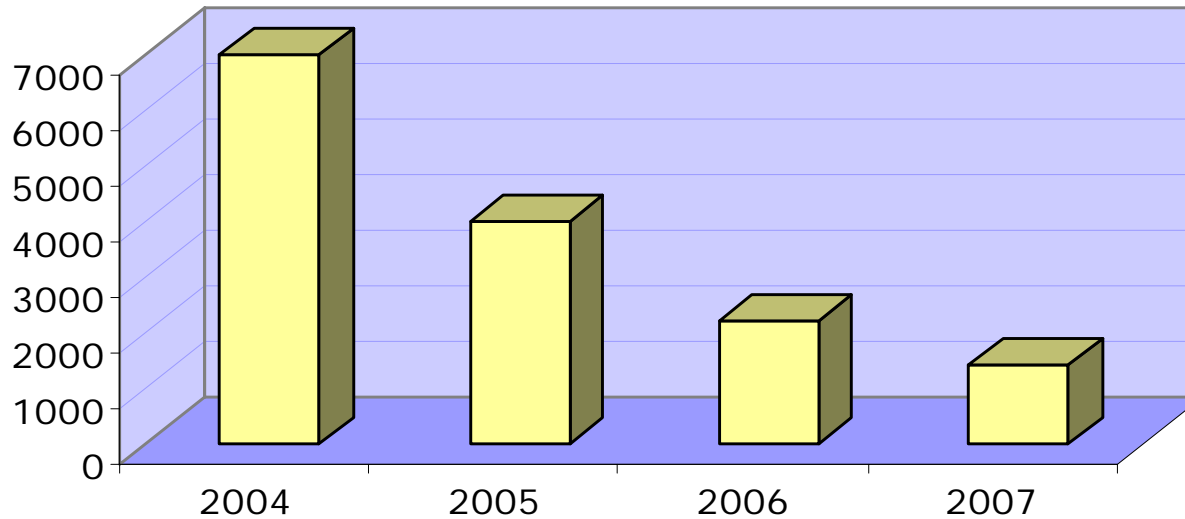
How does Eurostar pay?



Vendor/Supplier Relationship Management (SRM)

Working better with fewer vendors to continuously improve the quality and value of the service to Eurostar customers through a relationship with our vendors which embodies mutual trust, open communication, innovation, pro-activity and realistic measurable goals

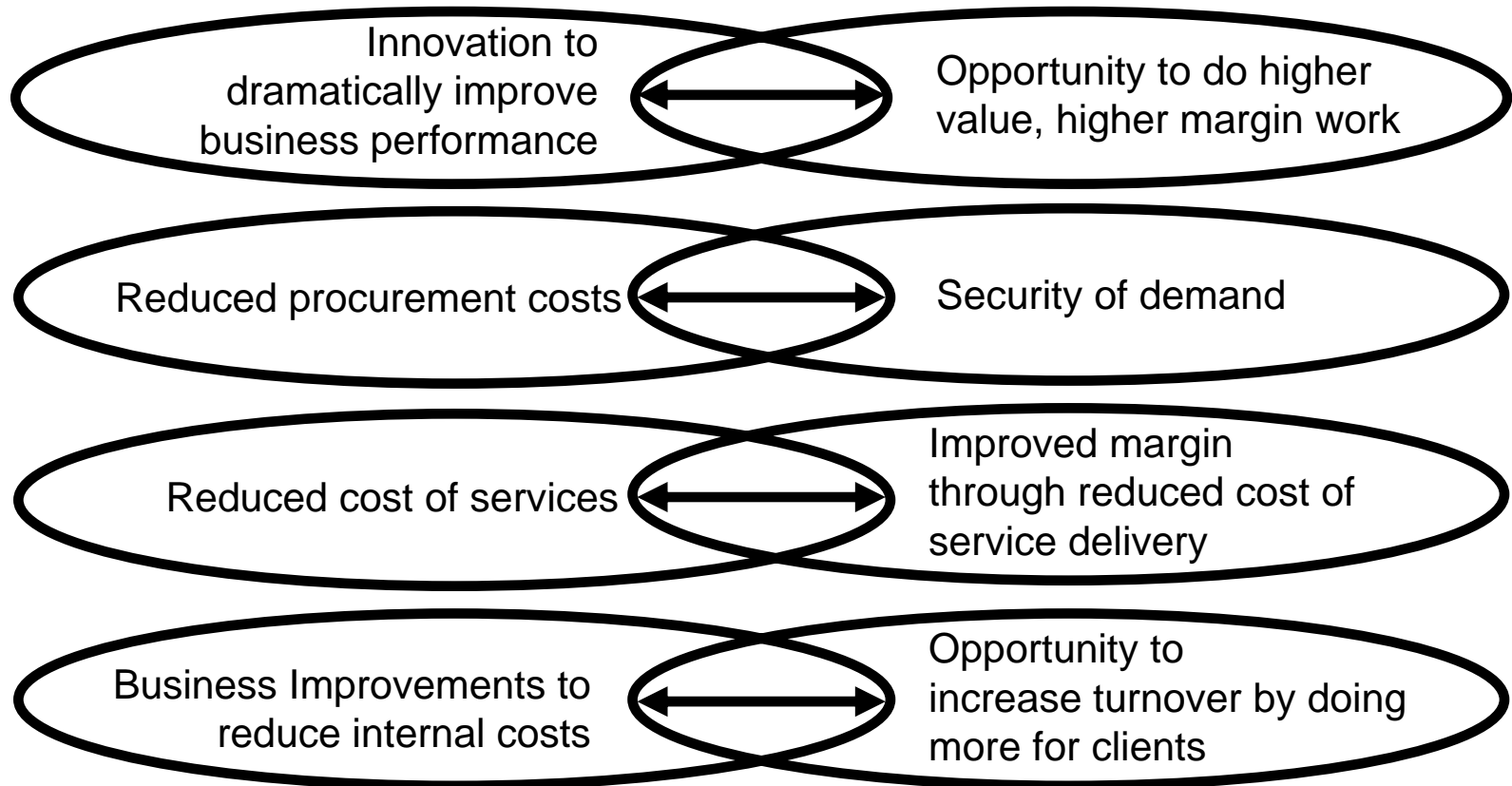
Vendors Base Management



SRM & how you can do better business with Eurostar

Client needs

Vendors needs



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