



Delivering collaborative Category Management for the Royal Navy

Collaborative working for joint benefit realisation | How the RN are listening to industry expertise | Category strategy progress and the future



What is Category Management?

" The creation and execution of a strategic plan that guides resources and the application of different procurement tactics to generate sustained value in a spend area "

How?

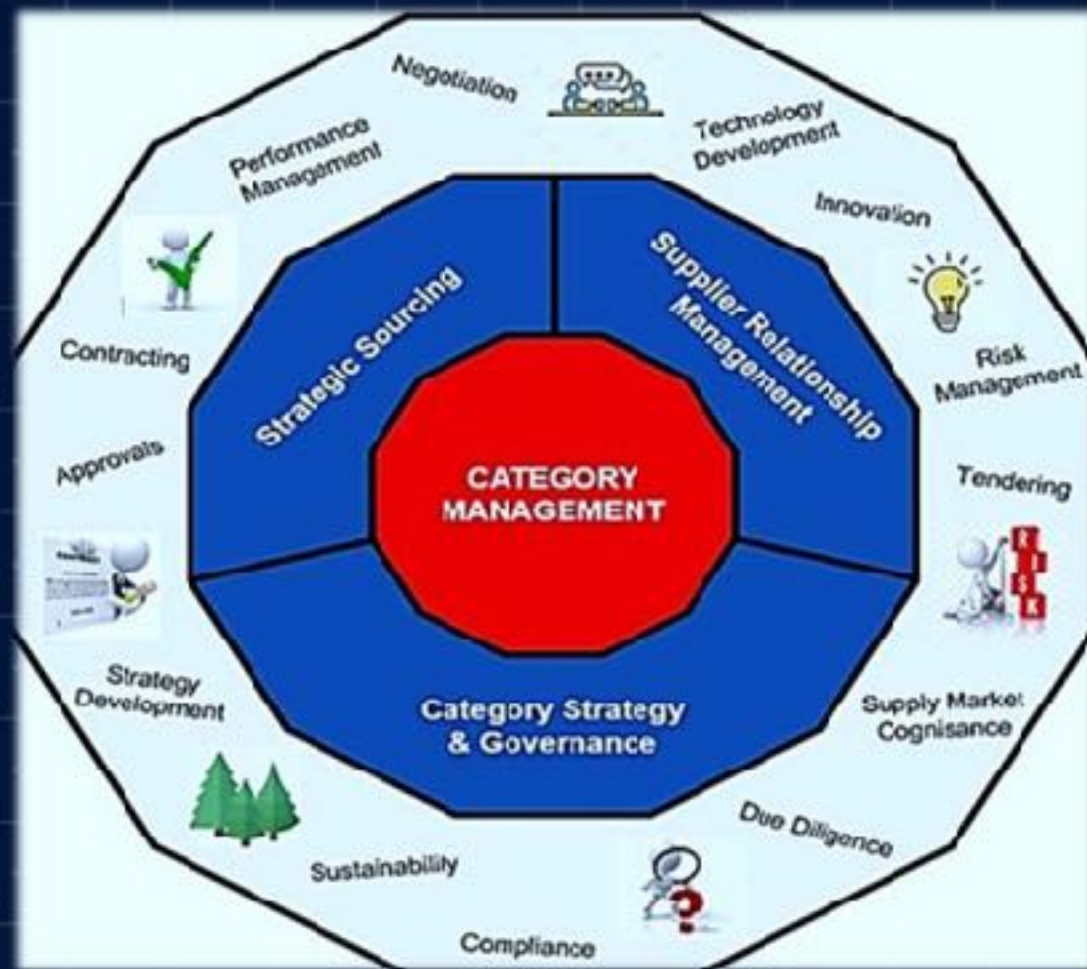


- Listen to expertise
- Remove barriers and silos and open engagement
- Work as 'one-team' for joint benefit
- Become an intelligent, market informed customer and a true partner to industry

Why?



- Knowledge transfer back into Defence
- Keeping the Fleet at sea, reduce operational deficiencies, benefit from technology advances
- Deliver Sustainable, Efficient, and Effective Value for Money



MOD Cat Man progress to date

High impact categories:



Working on **strategically critical categories** that cut across the organisation e.g. Radar and Motors

Value Delivery:



Significant **financial benefits**, knowledge transfer supporting retention of Royal Navy staff. Platforms being **fully operational** when deploying and training requirements met. **Reduction in time** alongside and major defects as Ship staff undertake regular maintenance and repairs.

Pipelines:



Prioritised category **pipeline to support Platform Availability.**

Capability:



Development of **competencies** within NC for the delivery of Category Strategies, **market knowledge and levers.**

Supply Chain:



Development of **joint category strategies** with **Primes** – crucial given spend managed through Primes and their expertise of the market.

Golden Thread:



Category Management is a key enabler to **deliver Defence priorities**, including **Platform Availability, Supply Chain Capability and Retention of personnel.**



Maritime Paint & Coatings

We are Listening – Industry Reference Groups
How you have helped us;

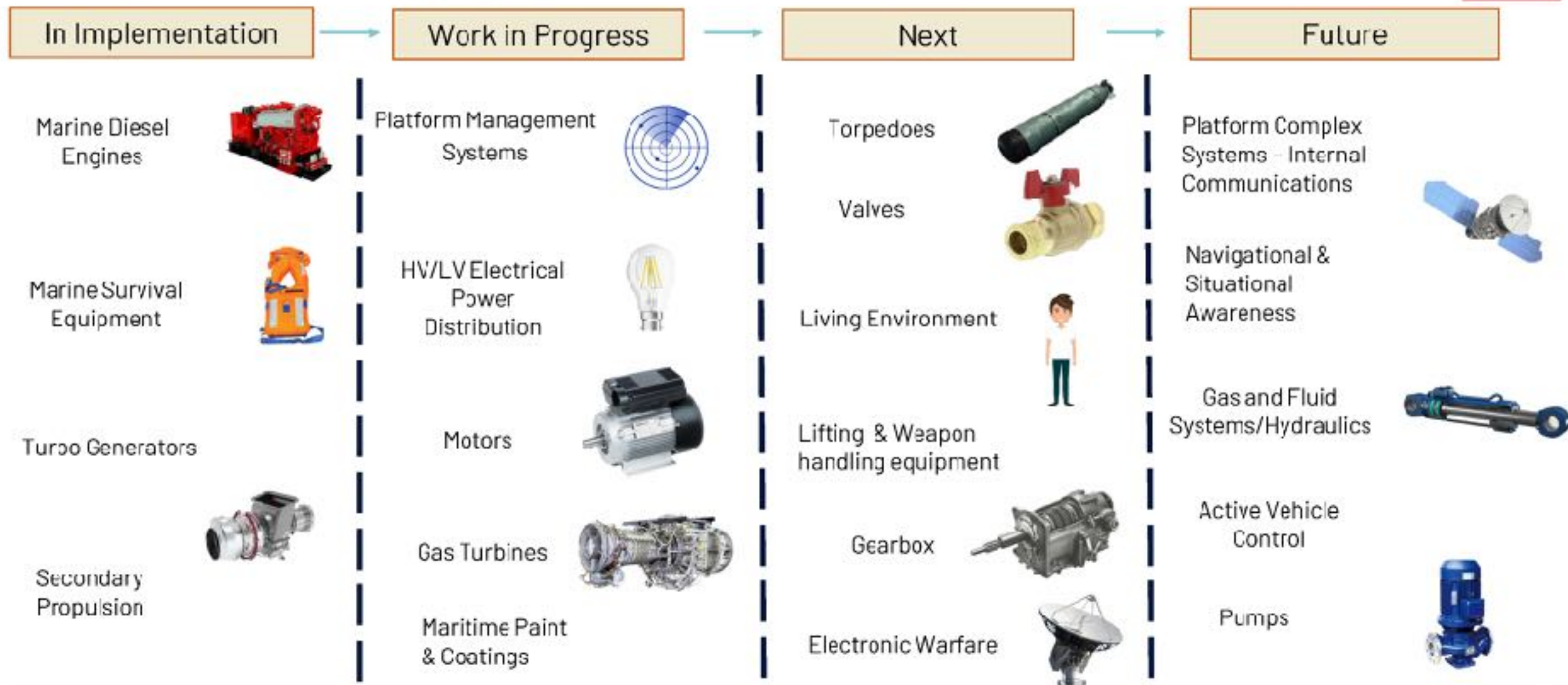
The Situation: Coatings were inefficiently maintained resulting in extended refit periods of platforms. Working with our supply base we discovered unnecessary toxic waste and inefficient processes

The Challenge: How could we better understand the situation and work with our suppliers to reduce refit periods impacted by coatings, toxic waste and unnecessary expenditure?

The Category Strategy: Identified efficiencies in waste reduction, environmental benefits, financial savings and rapid access to industry R&D

Maritime Category Wave Plan

Listening to Industry and Category Progress



Why we need to maintain Cat Man momentum

Changing global landscape

- Conflicts
- Supply chain challenges
- Inflation
- Elections

Technology opportunities

- Procurement tech companies see Cat Man at the heart of their AI product development e.g. SAP, Jagger, Clrtuo

Cat Man across Government

- MOD are leading charge and actively sharing learning via pan-gov network we initiated

Defence Design/DE&S Op Model

- One-off opportunity to take Cat Man to next level & embed it into our structures, process and capabilities



Category Management for Joint benefits – The juice is worth the squeeze!



How to find out more:

- E-mail: jocelyn.toms659@mod.gov.uk
- (Internal Only): <https://modgovuk.sharepoint.com/teams/24801>
(search 'Category Management' on DefNET)

Any Questions

