



What We Do



How We Can Help

- Build your capability to deliver sustainable growth
- Reduce spend to grow margins this financial year – we typically reduce purchasing spend by 15% + per annum
- Rapidly diagnose and mobilise to address issues and opportunities
- Identify, implement and operate strategic alliances and partnerships
- Craft and implement the right outsourcing/ insourcing solutions
- Reengineer processes to realise Green/ Sustainability opportunities
- Operate IT Support and Purchasing on an interim managed service basis
- Provide Green IT enabling products

About Pathfinders

- Founded in 2002, Pathfinders has delivered recognised value to clients in industries as diverse as Oil & Gas, Lifesciences, Financial Services, Chemicals, Telecoms, Household Products, Textiles and Public Sector
- Networked consulting model, deploying highly experienced advisers and practitioners (including interim senior managers) using a consistent toolkit of methodologies, approaches and processes
- Close working with partner firms to deliver highly tailored solutions

Pathfinders is a consulting firm based in London, United Kingdom and Perth, Western Australia. Our services are engaged by firms wanting to

- **cut costs, improve margins and grow**
- understand how to **respond to strategic opportunities** such as Green IT/ Operations
- **move forward in difficult, complex or ambiguous situations.** Often this is in a post-merger/ acquisition, carve-out or spin-off situation.

We deliver value in 4 key areas...

- 1. Restructuring & Simplification** - Reengineering and transforming the operating model to cut costs, improve margins and enable growth.
- 2. Corporate Relationships** – Delivering excellence in using partnerships, alliances, customer relationships and supplier relationships.
- 3. Sourcing** - Delivering spend and Total Cost of Ownership reduction through sourcing, procurement, outsourcing and Supplier Relationship Management.
- 4. Interim Managed Services** – Providing IT support and purchasing managed services to cover periods of change, typically up to 6 to 12 months in duration

We generate **measurable benefits**:-

- The Head of Procurement for a major utility company said ...
"Achievements have outstripped our expectations - as a result of using the new procurement approach and process we are seeing savings of 36% on a key commodity we originally thought would not be possible to reduce by more than 5%."
- Our clients, SVT Engineering Consultants, won a Western Australia **Rising Stars Award** for growth supported by Pathfinders.

Our engagements typically fall into two types:-

Short term interventions - such as. Typically delivered by one or two people to address strategic issues.

Longer term hands-on and interim managed service processes, to address restructuring and change/ transformation.

Additionally we support our clients with research research/ benchmarking, analysis, facilitation, coaching, supporting training, and "off the shelf" courses designed to improve clients' in-house leadership and change capabilities.

To Contact Us for an initial discussion :-

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