

# Commercial Services

In these challenging times, we understand the importance of maximising every penny your organisation spends. That's why we're here to assist you in embedding a commercial mindset throughout your whole organisation and also your supply chain. We can help you understand and then balance your customer needs with financial pressures in a **compliant and commercial approach** relevant to your sector and supply chain situation to deliver measurable value.

We can help with strategies and policy, procurement organisational reviews and spend analysis individually or as part of a **wider commercial improvement programme**. Where something needs buying, our procurement professionals can help from the initial creation of the business case to help with the tender

## Areas of expertise and key deliverables:

- Strategic Reviews
- Commercial Strategy
- Commercial Analysis of Spend, Supply Chain and Capability
- Commercial Improvement programmes and projects
- Commercial Roadmaps
- Service Review and Design
- Procurement support to provide a structured approach from end to end for assets and services
- Contract Management including resolution of non-compliant or non-performing contracts
- Procurement Reform
- Contract enforcement
- Due diligence



## A sample of our recent experience:

- A **strategic commercial review** of a group of Housing Associations to analyse their current procurement function end to end and propose delivery models for sustainable savings through best practice commercial approaches.
- Multiple **procurement exercises** for Housing Associations and Local Government across the full range of services including, Development, Repairs and Maintenance, Technical services and more.
- Multiple **procurement reviews** including, strategy, policy and procedures for organisations either independently or as part of governance reviews, VFM assessments, regulatory support, strategic transformations or IDA preparation.

## Key Commercial Services contacts:



Spencer Hill  
Director  
07471314326  
[spencer.hill@altairltd.co.uk](mailto:spencer.hill@altairltd.co.uk)



Graham Hishmurch  
Director  
07940569395  
[graham.hishmurch@altairltd.co.uk](mailto:graham.hishmurch@altairltd.co.uk)