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NEWSLETTER
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welcome

The Nordic Capital Procurement Optimization (NCPO) initiative focuses on leveraging shared categories products and services not specifically related to the finished products of spend across Nordic Capital portfolio companies.

In 2009 indirect procurement of goods and services across portfolio companies amounted €1.1 billion. In 2010 Wave 1 categories included Computers, Airlines, Hotels, Car Rentals, Mobile Telephony (Smarties), Temporary Staff and Road/Fuel Freight (Bunker). These categories yielded savings of more than €1.3 million across portfolio companies that implemented the newly negotiated contracts. In 2011 Wave 1 categories continue to deliver savings and there are new plans to communicate and extend these contracts to further Nordic portfolio companies. 2011 also sees work commence on Wave 2 indirect categories. These include Fleet Cars, Ocean Freight, Couriers, Data Communications and Office Printers.

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Annual savings figures in Euro '000's () = no. of companies



MESSAGES FROM OUR SPONSORS

Nordic Capital Director, Claes Bucht



Claes Bucht

The NCPO is a truly unique and ground breaking initiative which has shown that collaboration across a core of autonomous businesses, with common interests, can yield bottom line savings across very different portfolio companies. From Nordic Capital's side, we are obviously excited about the savings we have seen to date, but also about the cross-fertilisation of knowledge that has now started to happen within the procurement space between Nordic Capital's portfolio companies. We are truly impressed by the commitment and tenacity shown by the category teams making the successes we have had to be possible, and are looking forward to seeing the results of the next wave!

NCPO Steering Team is made up of Chief Procurement Officers from the larger Nordic Capital portfolio companies. These include Convalet, Linet, Luvala and Myocore.

Steering team member and Luvala's CFO, Bob Kihlman



Bob Kihlman

When we started NCPO our aim was to develop our Nordic procurement talent and to give them access to best class procurement tools, leverage our combined scale, not just economic, but also our cultural diversity, our geographic spread and our combined intellect, create a living and growing network and procurement community that operates across portfolio companies. I believe we have achieved all of these aims. However, the most powerful and sustainable part of this is community. This will continue to give our teams and individuals the opportunity to support each other to create even greater value for themselves, and for their companies.

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NOW LAUNCHED

An exciting brand new portal for optimizing spend amongst Nordic Capital portfolio companies. Through negotiating procurement contracts for goods and services across diverse categories, and providing a gateway to these, as well as potential deals, we can rely on generating more savings as the initiative grows.

