

Evaluate & Improve Your Network of Suppliers

Supplier Management

Finyx specialise in helping our clients work effectively with their suppliers. We focus on supplier relationship management, performance management and contract management (especially effective commercial change control).

We provide supplier insights covering behavioural drivers, negotiating strategies, and opportunities based on market position and challenges. We also advise on ways of working and behaviours to improve relationships with suppliers.

— ABOUT FINYX

small enough to CARE.

**Big
enough**
to depend on.

Finyx are an experienced and trusted Digital Delivery partner there to help you realise your digital ambitions and deliver meaningful change.

We are a wholly independent advisory business singularly focused on solving actual client problems and delivering positive outcomes.

Our only loyalty is to our clients and we pride ourselves on our collaborative partnering approach and our flexible nature; always expecting to deliver more than that stated in the contract.

All of our leaders have held line roles in Blue Chip corporates or large Public Sector organisations, giving us unique insight as to what “good delivery” feels like from a client’s perspective.

Finyx provide genuine expertise through a unique mix of consulting pedigree and industry experience to give our clients the best chance of success.

3

offices

With offices in London, York, and Belfast, we’re perfectly positioned to support clients across the UK.

20

years

We’re proud to have been a part of some of the largest transformation programmes in the UK over the last 20 years.

100+

professionals

Our expanding team of over 100 professionals offers a diverse range of expertise and skills to apply to any challenge.

OUR SERVICES.



STRATEGY

Plan. Transform. Succeed.

Developing digital strategies to drive efficiencies, optimise business growth and provide innovative services to your end users.

DELIVERY

Analysis. Insight. Impact.

Full lifecycle support for your digital transformation programmes, from PMO, to Product Management and Business Change.



COMMERCIAL

Design. Procure. Manage.

Designing digital supply-chains, tendering, negotiating, tracking supplier performance and managing supplier transitions.

BUSINESS MANGEMENT

Visibility. Accountability. Results.

Bringing together a number of related disciplines to improve visibility, efficiency and cost-effectiveness of your digital programmes.





OUR INDUSTRIES.

Finyx operate across a range of industries and our clients are strategically vital for the UK economy and the delivery of our public services.

We support our secure clients by providing specialist teams that understand the sensitivities associated with highly regulated environments, with all of our employees holding clearances at SC level or above.

We operate at all levels of Government from Local Authorities to big Central Departments; offering our Services through a growing number of frameworks.

In the Private Sector, we have an extensive track record supporting global banks, asset and wealth management companies alongside insurance and payment providers.



**Defence &
Security**



Public Sector



**Financial
Services**



THE SERVICE.

Client-Supplier relationships are complicated. Mis-aligned interests can result in uncontrolled costs, supplier dependence, passive engagement and a fragmented overall strategy.

Finyx specialise in helping our clients work effectively with their suppliers, delivering specialist commercial consultancy to develop and execute commercial strategy. Through management and tailored SRM governance, Finyx aim to optimise value for money, improving quality of service from suppliers. Our approach to contract management ensures clarity on roles, responsibilities, scope and critical terms for all interested parties, supported by our supplier playbooks, covering behavioural drivers, negotiation strategies, and opportunities based on market position and challenges.

Finyx's approach to supplier management helps our clients to negotiate effectively and from a position of strength, manage complex relationships, deliver effective operational contract management, and take active control of their supply chain.

THE APPROACH.

Finyx take a flexible and proportionate approach to Supplier Management. For some clients this means help and support with a point-in-time issue such as a complex contract negotiation with a difficult individual supplier. For others, it means defining and implementing a robust methodology for managing an entire supply chain. Whatever the requirement, our approach is underpinned by three key principles:

- 1) Engage actively and effectively (be clear on the value of engagement and the purpose)
- 2) Be consistent (set clear expectations and commit to them)
- 3) Be clear (wherever possible remove ambiguity)

1

Segment

Gold/Silver/Bronze tiering is used to identify the most important suppliers to focus time and resources on. By segmenting your suppliers into groups based on certain criteria, you can decide on the type and level of attention needed.

2

Govern

We determine the level and frequency of Supplier Management governance that should be applied to suppliers based on supplier segmentation. This can include set up of monthly management boards, escalation routes and reporting.

3

Measure

Supplier performance is regularly measured by identifying KPIs across four key areas:

1. Value Release
2. Relationship
3. Risk
4. Performance

4

Improve

Finally, we release incremental value through improved supplier performance, financial savings and risk management. This can include incentivising innovation, managing social value or sustainability objectives.

Informed negotiations for critical supplier events (contract extensions, service transitions)

THE VALUE.

The Benefits of Supplier Management:

- Optimise value for money, service and quality from our suppliers
- Reduce risk and improve working relationships by anticipating problems before they become issues
- Exploit incremental opportunities – getting the best we can from our suppliers and ensuring both parties are getting the most out of the relationship
- Account planning to ensure supplier relationships reflect our business drivers and enable continuous improvement
- Negotiate effectively

YOUR SUPPLIER MANAGEMENT PARTNER.



Over the last 20 years I have worked for major technology services suppliers and public sector clients negotiating contracts, building strategic client / supplier relationships, and finding areas for mutual value and benefit. Supplier Management isn't everyone's cup of tea, but I love seeing the benefits of taking of a difficult relationship and turning it into something that all parties want to be part of.

Matt Haynes

Supplier Management Lead



London | York | Belfast



admin@finyx.com



Finyx.com



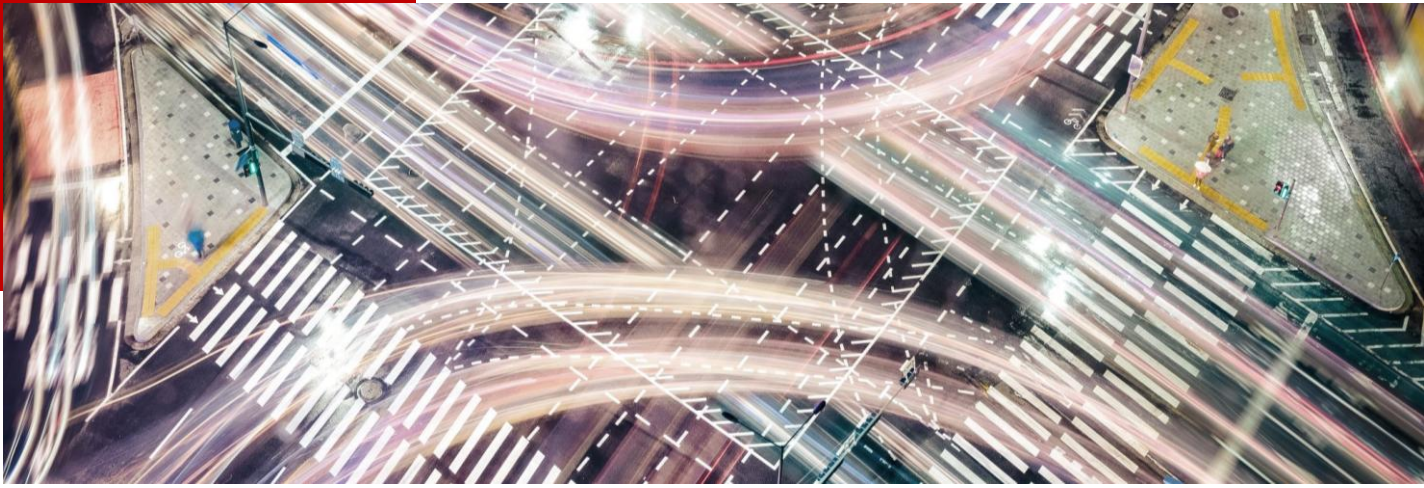
@Finyx

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ANNEX.

- Key Features
- Key Benefits



Key **FEATURES.**

- 01 Agreed prioritisation of suppliers and investment of effort
- 02 Clear communication channels and expectations
- 03 Consistent performance monitoring and evaluation
- 04 Collaborative relationships fostering mutual growth
- 05 Informed negotiation strategies and principles
- 06 Innovation support and continuous improvement initiatives
- 07 Understanding of supply chain data across spend, risk and scope
- 08 Supplier strategy – Invest / Manage / Tolerate / Replace
- 09 Data-driven decision making and reporting
- 10 Pro-active identification of additional mutual benefits



Key **BENEFITS.**

- 01 Improved critical supplier relationships
- 02 Better Management Information on your Supply Chain
- 03 Control over spend
- 04 Understanding of potential supplier risk
- 05 Consistent approach to managing supplier relationships
- 06 Greater Value for Money
- 07 Move from tactical to strategic decision-making
- 08 Greater transparency and trust in partnerships
- 09 Greater innovation and technology adoption
- 10 Sustainable and ethical sourcing practices