



SUMS' strategy and transformation service hub

Financial challenges are driving universities to be ever more strategic while realising operational efficiencies.

Successful delivery of a new strategy means change: new ways of working, new systems, new processes. This change can be challenging, especially against the background of the current sector context. But there is also the potential for transformation that enables your institution to thrive.

At SUMS we understand the complexities involved in devising and implementing a university strategy. It's our first job to make sure our members have the right evidence, diagnostic tools and insights to really understand what's going on and where improvements are needed. We help you to prioritise, to focus on the areas that really matter and to get your organisation working effectively and efficiently towards your goals.

In short, we work with you and your community to make the right changes, in the right way for the best outcomes.

Our community of consultants, practitioners and experts are supporting our members in areas as transformative as:

- designing new operating models which bring their strategic ambitions to reality
- reviewing their non-pay spend and identifying opportunities for cost efficiencies and value for money
- maximising the value of their data to turn it into high quality, actionable insight which ensures they build their plans on a solid platform of evidence
- designing optimum operating models and structures to deliver ways of working and processes that are efficient, effective and sustainable for an uncertain future
- articulating a top-level vision that is grounded in what really matters to them and their community in unpredictable times
- reviewing sustainability activities and engaging stakeholders to develop resilient principles, targets and delivery models
- developing a strategic purpose framework to guide future decision-making that delivers on their ambitions.

Visit our website for more information about all of our services in the strategy and transformation hub including:

- Vision and strategy development
- Operating model design
- Sustainability support
- Business insight and benchmarking
- IT strategy
- Strategic planning

Make your non-pay spend work harder

Non-pay spend can be overlooked as a source of savings and efficiency for universities.

But according to HESA data, in the year 2022-2023 non-pay spend represented nearly half of universities' expenditure, at 48.6%. So there is a significant opportunity to be smarter about managing spend data in a way that enables decision makers to make informed and timely decisions and promote effective spend behaviours.

These costs can be reduced through more effective budget setting, better demand management and optimising procurement. The goal is to reduce or optimise costs without impacting student experience, teaching or research quality.

Procurement Value Assessment (PVA)
Providing insight, not just data, is critical. Our Procurement Value Assessment (PVA) is supporting institutions to do just that.

Through delivery of the PVA we continue to support institutions to pinpoint and evaluate savings, efficiencies and priorities. We use our expertise in qualitative and quantitative analysis, coupled with sector benchmarking, to paint a picture of your procurement maturity and its impact on your institutional goals. Members are able to make data-driven decisions about potential costs, benefits and implications, even those which were hidden from view at the outset.

Lasting impact

We don't just leave you with the findings; we support you to build a robust action plan that includes proven approaches to develop trust and buy-in from internal stakeholders. That way, our members who undertake a PVA see their procurement strategy make a lasting impact on their institution.



[Speak to our team to see how you could get greater value from your non-pay spend today.](#)