

to revolutionize purchasing: enterprise-wide systems, Web-based exchanges such as Emporion and Panellios, reverse auctions, e-sourcing, and other online transactional programs. Along the way, utilities' purchasing departments evolved into today's supply chain management function.

Many companies claimed huge savings as a result of such initiatives. The initial strategic sourcing efforts yielded cost cuts averaging 10 to 15 percent. Furthermore, reverse auctioneers touted savings of as much as 35 percent on a variety of spending categories. SCM's strategic role as an arbiter of cost reduction was firmly established in utilities.

SCM's function in reducing costs and increasing efficiency was further cemented during the post-Enron years, when energy companies focused on getting back to basics. Operations and maintenance (O&CM) budgets in the industry were trimmed and capital spending was restrained, which reinforced SCM's role in negotiating with suppliers on lower prices to help stretch what could be done with limited funds.

Supply chain organizations designed their operating models to reinforce their objectives regarding cost reduction and efficiency. For example, annual supplier negotiations were conducted by people schooled in "putting the vendor in his place" by asserting that the utility's cost reduction targets must be met "or else." Organizations and processes were streamlined to process a routine flow of requisitions and orders. Systems investments were focused mainly on further

streamlining and reducing the costs of these transactional activities. Unfortunately, the reduction in overall activity and cost focus also led to staff reductions in many utility SCM organizations, resulting in the loss of experienced resources. These people are now sorely missed as SCM organizations try to keep pace with the ramp-up in spending over the last few years.

### **New Items on the Agenda—Containing Costs, Assuring Supply, and Managing Risk**

Changes in the industry underscore the need for changes in the supply chain function. All utility sectors are seeing increased activity in the form of fossil environmental projects, nuclear restart programs, transmission line extensions, and distribution grid reliability spending. As a result, suppliers are no longer forming lines outside the supply chain vice president's office. Rather, business unit managers and engineers are chasing suppliers and contractors for access. The sheer volume of tactical work—requests for proposals (RFPs), purchase orders (POs), and contracts—generated by this new activity is stretching supply chain organizations' resources. Simply adding staff to meet the workload is not an easy option. Hiring is a challenge; qualified supply chain professionals are in demand across multiple industries, particularly utilities and oil and gas.

Today's SCM organization in utilities is struggling to demonstrate value in its old role of cost reduction and efficiency. Because of the changed dynamics of the supply market, the supply chain function can no longer boast of big annual

savings, and the function is challenged to maintain service to the business because the reduced staff can't keep up with the resurgence in workload. As a result of the earlier focus on efficiency, utility executives and business line leaders often still view the supply chain organization's role as being focused on negotiating prices and processing transactions. These executives do not readily see a role for SCM in addressing the current strategic challenges of commodity cost containment, supply assurance, and risk management. This narrow perception of SCM and the resources required to keep up with the workload make it difficult to redefine SCM's role, but industry leaders are starting to break out of the cost and transaction focus and into addressing the more strategic challenges mentioned above.

Certainly, reducing costs and increasing efficiency should always be part of SCM's role. However, to be relevant today, the supply chain organization must effectively take on new strategic roles in cost containment, supply assurance, and risk management.

Cost containment needs to be broadly defined to ensure that SCM explores multiple options to help manage costs. When the old cost-reduction agenda was paramount, many relevant commodity prices were actually deflating relative to gross domestic product (GDP), so real cost reductions from rebidding and hard-nosed negotiations with suppliers were possible. However, as most utilities have painfully learned, these costs—and those for labor—are now increasing much faster than underlying inflation (see Exhibit 1).

# Negotiating Workload Bizzies Harley Tyler

**Harley Tyler**

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