



BuyingStation - Acquisition Integration

Procurement intelligence supporting contract novation, supplier governance and value creation after acquisitions

CFOs are under pressure to deliver rapid, sustainable growth, yet many lack confidence that they are working with the right suppliers and with the right controls in place.

When businesses acquire new companies, supplier ecosystems expand rapidly. Contracts, service agreements and operational commitments from the acquired business must be reviewed, transferred and integrated into the acquiring organisation.

This process often requires the novation or restructuring of supplier agreements.

Without structured oversight, businesses frequently face challenges such as:

- ✔ Limited visibility of inherited supplier contracts
- ✔ Inconsistent commercial terms across acquired entities
- ✔ Operational risk during supplier transitions
- ✔ Missed opportunities to improve margin through supplier consolidation

When contract novation is unstructured, businesses may carry forward unnecessary cost, unmanaged supplier risk and fragmented commercial agreements.

How BuyingStation Supports Contract Novation

BuyingStation, the Procurement Intelligence Platform for the Office of the CFO, provides a structured governance environment that supports the review, renegotiation and novation of supplier agreements during acquisition integration.

We help CFOs control financial and compliance risk to support rapid growth.

BuyingStation ensures supplier commitments inherited through acquisitions remain visible, governed and aligned with financial oversight.

Through the platform and operating model, businesses gain:

- Visibility of supplier contracts inherited through acquisition
- Structured procurement projects to support supplier consolidation or renegotiation
- Governance over contract novation and commercial restructuring
- Clear documentation supporting operational and financial oversight

This enables businesses to manage supplier transitions with greater control and confidence.

Why Contract Novation Matters During Acquisitions

Supplier contracts represent a significant portion of the operational infrastructure within an acquired business.

Technology providers, outsourcing partners and service vendors often underpin critical operational capabilities.

During integration, novating or restructuring these agreements creates an opportunity to:

- ✔ Align supplier contracts with the acquiring organisation's governance framework
- ✔ Consolidate supplier relationships and reduce duplication
- ✔ Renegotiate commercial terms and pricing structures
- ✔ Ensure supplier commitments align with operational strategy

When approached strategically, contract novation can become a powerful mechanism for margin improvement, operational risk reduction and long-term value creation.

The Value Opportunity of Contract Novation

Acquisition integration creates a rare opportunity to reshape supplier relationships. When supplier contracts are reviewed and governed through a structured framework, businesses can unlock measurable value.

Contract novation can support:

- Margin Improvement:** Renegotiation and supplier consolidation can improve cost structures and strengthen margin discipline
- Risk Reduction:** Governed contract transitions reduce operational and contractual risk during integration
- Revenue Enablement:** Aligned supplier agreements support new capabilities, service delivery and future growth initiatives

When supplier commitments are aligned with organisational strategy, the integration process strengthens both operational resilience and financial performance.

Check out our ROI Calculator!

See the potential savings and efficiency gains of adopting BuyingStation.

Click [here](#) or scan the QR code to calculate your ROI.

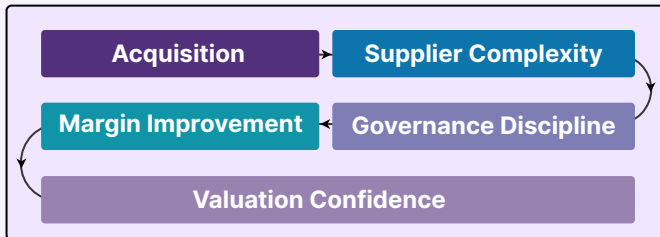




The Governance Bridge to Valuation Creation

As acquisitions expand supplier ecosystems, structured governance becomes essential.

A simple way to understand the impact is through the progression:



By managing supplier contracts and novation through structured procurement governance, businesses can reduce operational risk while improving financial performance.

BuyingStation Framework for Contract Integration

BuyingStation supports acquisition integration through a structured operating model:

Our operating model connects four capabilities:

- Spend Insight: Visibility of supplier contracts, commitments and spend inherited through acquisition
- Opportunity Identification: Identification of consolidation, renegotiation and novation opportunities
- Procurement Project Execution: Structured supplier negotiations and contract restructuring
- Platform Governance: Centralised oversight ensuring supplier commitments remain aligned with financial and operational governance

This framework ensures supplier integration is managed systematically as the business scales.

Supporting Acquisition Success

BuyingStation helps businesses integrate supplier ecosystems following acquisitions while maintaining governance over commercial commitments.

This enables leadership teams to:

- ✓ Improve margin through supplier consolidation
- ✓ Reduce operational and contractual risk
- ✓ Strengthen supplier governance across acquired entities
- ✓ Support sustainable growth and long-term valuation confidence

By bringing structure to supplier integration and contract novation, businesses can transform acquisition complexity into measurable operational value.

Triple ISO Certifications



BuyingStation is **Cyber Essentials Certified**



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