



BuyingStation Strategic Partner Programme

Enabling procurement consultancies to scale delivery through the Procurement Intelligence Platform

A partnership model for procurement-led growth

Procurement consultancies play a critical role in helping businesses improve supplier performance, strengthen governance and unlock value across their supplier ecosystems.

However, many businesses struggle to maintain structured procurement governance as they scale. Supplier decisions become distributed across departments, commercial commitments accumulate and operational visibility becomes fragmented.

At the same time, procurement consultancies face a structural challenge:

- ✓ Delivery work is often project-based
- ✓ Insights generated during engagements are difficult to maintain after projects end
- ✓ Governance frameworks are rarely embedded into operational systems

BuyingStation addresses this gap as the Procurement Intelligence Platform for the Office of the CFO, enabling procurement consultancies to extend the impact of their work through a structured, governed environment.

Why Partner with BuyingStation

BuyingStation enables procurement consultancies to deliver their expertise through a structured platform that supports long-term governance and operational visibility.

This creates a powerful partnership model where consultancies retain ownership of delivery while the platform provides the infrastructure for governance and collaboration.

Through this model, partners can:

-  **Extend The Impact Of Consulting Engagements:**
Procurement strategies, sourcing frameworks, and supplier governance models delivered during consulting engagements can be embedded into the BuyingStation platform, allowing businesses to maintain discipline long after the engagement ends.
-  **Scale Delivery Through A Governance Environment:**
BuyingStation provides a structured environment for managing procurement projects, supplier decisions and commercial commitments. Consultancies can use the platform to support ongoing delivery, enabling teams to manage multiple client engagements through a consistent framework.
-  **Unlock New Revenue Opportunities:**
The platform creates a continuous pipeline of procurement initiatives including:
 - Supplier sourcing and negotiation projects
 - Contract restructuring and supplier transitions
 - Supplier governance and cost optimisation programmes
 - Acquisition integration and supplier consolidationThis creates ongoing advisory and project opportunities for partners.
-  **Strengthen Relationships With CFOs:**
BuyingStation positions procurement governance within the Office of the CFO. Partners benefit from stronger engagement with finance leadership and clearer alignment between procurement initiatives and financial outcomes.

Become a Partner Today!

Deliver lasting impact through procurement intelligence and governed execution.

Click [here](#) or scan the QR code to register as a partner.





The Partnership Model

BuyingStation is designed to enable partner delivery, not replace it. Consultancy partners lead client engagements while the BuyingStation platform provides the governance infrastructure. In addition, you will earn a commission from the first year subscription revenue.

The model works as follows:

BuyingStation Platform Provides:

- ✔ Structured procurement governance environment
- ✔ Supplier insight and contract visibility
- ✔ Procurement project management
- ✔ Operational documentation and governance controls

Consultancy Partner Delivers:

- ✔ Procurement strategy and advisory services
- ✔ Supplier sourcing and negotiation expertise
- ✔ Transformation programmes and operational change
- ✔ Delivery teams embedded within client organisations

Together, this creates a combined delivery model that integrates expertise with structured governance.

BuyingStation's Operating Framework

Resellers introduce clients to the BuyingStation platform, which operates through a structured governance framework.

- Financial Visibility:**
Visibility of supplier relationships, contracts and organisational spend
- Opportunity Identification:**
Identification of sourcing opportunities and supplier consolidation
- Procurement Execution:**
Structured sourcing initiatives and supplier negotiations
- Governance & Control:**
Centralised oversight ensuring supplier commitments remain visible and controlled

This framework allows businesses to manage procurement initiatives within a consistent governance environment.

Strategic Value for Procurement Consultancies

Partnering with BuyingStation enables consultancies to:

- Scale their delivery model beyond traditional project engagements
- Create recurring revenue through ongoing governance programmes
- Strengthen relationships with CFOs and senior finance leaders
- Support clients through growth, acquisitions and operational change
- Differentiate their offering with a structured procurement governance platform

The result is a delivery model that combines consulting expertise, structured governance and platform-enabled scale.

Human-led by design, enabled by adaptable intelligence

We combine human judgement with structured data and systems that adapt as complexity grows, keeping buying decisions controlled, defensible and safe.

Triple ISO Certifications



BuyingStation is **Cyber Essentials Certified**

