

What is Embedded Category Management?

Embedded Category Management (eCM) places senior FlexProc category managers directly alongside your procurement team members. Working as an extension of your team, we would lead or support defined categories, coach in-house team members through real decisions, and transfer practical, usable knowledge in context. The primary objective is to enhance internal capability, not create dependency

Our Collaborative 5-Step Process

1. Category & Capability Assessment

- We assess the category scope, complexity, and current in-house capability to define where embedded support will deliver the most value

2. Clear Role Definition

- We agree how FlexProc and in-house team members will work together — decision rights, responsibilities, and development objectives are made explicit

3. Embedded Delivery

- Experienced FlexProc category managers work alongside in-house team members on live category activity, including strategy development, supplier engagement, and negotiations

4. Knowledge Transfer in Practice

- Skills are transferred through day-to-day delivery — not classroom training — covering both **core procurement disciplines** and **category-specific expertise**

5. Capability Handover & Sustainment

- As in-house capability strengthens, responsibility is progressively transitioned back, leaving teams better equipped to manage the category independently

Want to explore whether eCM is right for your team?

- We're happy to have an informal discussion about your categories, challenges, and capability goals

Contact

WhatsApp/ Cell phone: [+44 \(0\)7747 080989](tel:+44(0)7747080989)

email: andy.wood@flexproc.co.uk