# SRM value proposition

## How to create NZ Government’s SRM value opportunities?

By using the generic value opportunity template as a starting point, explore as many aspects of value as possible. It might not be apparent how some value opportunities would be applicable to current services and interactions with NZ Government. It is suggested that these are explored via a workshop to populate the agency’s value opportunities template.

**Step 1** – Identify the strategic objectives of the NZ Government.

**Step 2** – Identify the services and products that align to those objectives and how the agency will deliver these strategic objectives.

**Step 3** – Identify the problem or opportunity relating to the specific strategic objective. What will the SRM address?

**Step 4** – How will SRM address this problem or opportunity.

**Step 5** – Identify what is the anticipated benefit (financial or non-financial)

When completed and agreed, this will create a clear line of sight and impact between agencies, policy, and strategic objectives. This will enable you to identify SRM activities to target the improvement, change and innovation to implement and deliver policy and strategic objectives more effectively by identifying specific initiatives and supporting work streams that drive value, such as broader outcomes https://www.procurement.govt.nz/broader-outcomes/. You should be able to create a map that will help define the specific value opportunities for SRM.

## SRM value proposition template

|  |  |  |  |
| --- | --- | --- | --- |
| Agency strategic objectives | Supplier services [that correspond to the strategic objectives] | SRM ambition [activities to create value] | SRM benefits [Types of value anticipated] |
| 1. Improve the … |  |  |  |
| 1. Optimise the … |  |  |  |
| 1. Grow the … |  |  |  |
| 1. Establish … |  |  |  |
| 1. Transform … |  |  |  |
| 1. Reduce … |  |  |  |

This creates a clear line of sight between Supplier’s value opportunities and NZ Government’s strategic objectives.

## Supplier’s value proposition template

|  |  |
| --- | --- |
| **1. Supplier’s strategic objective** |  |
| **2. Specific Supplier’s services / products** |  |
| **3. Problem statement**  What is the problem or opportunity? |  |
| **4. What is the SRM specific ambition?**  How will the SRM programme address the problem? |  |
| **5 . What are the anticipated benefits?** |  |