

about tsm

Spend Management Done Right

At **TSM**, we specialise in turning procurement challenges into opportunities. With over **20 years of experience**, we understand the intricacies of the procurement landscape.

Our focus is on the **art of the possible**, where we don't just implement software; we shape tailored solutions that match your specific needs while being closely aware of time, budget, and/or resources.

We partner with you to **plan, scope, and design**, always keeping things practical and efficient. We avoid unnecessary customisation—our goal is to help you adopt **best practices** without overcomplicating things.

Our **proven methodologies** and fast-track plans ensure a smooth, agile implementation, challenging outdated processes and driving **successful user adoption**.

After all, just because something can be done a certain way doesn't mean it should be. We prioritise what **works best for your business**.



our story

From industry experts to procurement leaders: our journey

1982

Touchstone was founded

1998

Touchstone Group

2001

Proactis as a partner

2012

Touchstone Spend Management created as a BU

touchstone
GROUP

155
employees

400+
customers

2020

Ivalua as a partner

2021

Ivalua Partner of the year award

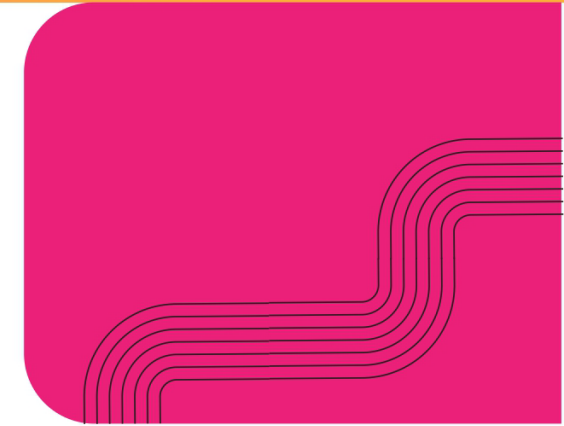
2023

TSM "Spend Management Done Right"

2024

WPA Shortlisted for Best Procurement Consultancy Project

CIPS Awards shortlisted for Procurement Consultancy Project of the Year



about tsm

Empowering businesses to achieve procurement transformation through expertise, innovation, and a tailored approach

30 employees

75+ customers

100+ procurement projects implemented

Ivalua and CIPS certified teams



UK-centric "**boots on the ground**" team covering UK&I and Nordics

Industry Recognition



Partnerships

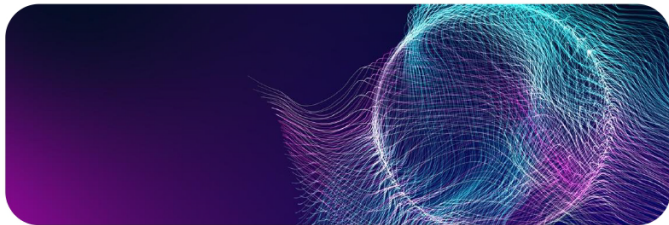


about tsm

The art of the possible

At TSM, we're trusted implementation partners to top-tier procurement software vendors. Our services include system health checks, requirements workshops, and tailored configurations. But we don't stop there—by collaborating with our partners, we support your entire procurement journey, from advisory to change management. Bringing the art of the possible to life, we ensure seamless procurement transformation for your business.

What we love to do



Procurement Digital Transformation

- Existing procurement system health check
- Requirement workshop
- Design consultancy
- Software configuration
- Integration development
- Platform deployment
- System hypercare
- Continuous process of improvements

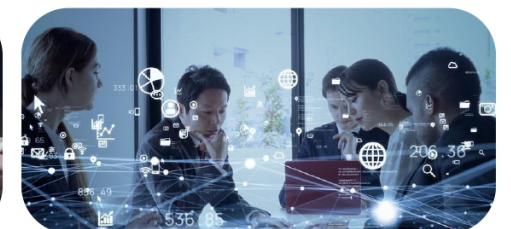
What we make possible together



- Procurement Strategy
- Category Mgmt. & Strategy/
Supplier Mgmt. & Strategy
- Performance Management
- Market Intelligence



- Spend Analytics
- Cost Reduction
- Opportunity Assessment
- Strategic Sourcing
- RFX, Negotiations & Auctions
- Contract Life-Cycle Mgmt.



- Procurement Transformation
- Maturity Assessment
- Change Management
- Digital Procurement
- Innovation Sourcing /
Managed Services

partnership

tsm & ivalua: Strategic Partners Driving Procurement Excellence



4 Years
of partnership



15+ Ivalua Implementations

First ever Certified Solutions Architect in the partners community



Full Ivalua certified team (Level 1, 2 and 3)

2021 Ivalua's Partner of the Year

Partner with most approved projects on the Add-On store

about tsm

Engaging, sponsoring, and leading industry initiatives

At TSM, we're committed to becoming a **leading voice** in the procurement landscape, not just at home in London, but across Europe.

To achieve this, we've taken an active role in **sponsoring key procurement events**, while also launching our **own signature gatherings**.

Our '**Breakfast Club**' networking event provides a relaxed setting for professionals to exchange ideas and foster connections, while our annual '**Customer Day**' serves as a flagship event, bringing together thought leaders, clients, and industry experts to discuss the latest trends and innovations in procurement.

