

Efficio Case Studies

Candidate Brief

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Candidate Brief – Context & Task

Context:

You will be given a case study where the Head of Procurement has asked to meet you in 20 minutes to discuss how they can reduce cost within a specific category. You will be given some introductory information on the client as well as some detailed operational information

Task:

Based on the information provided, you will be asked to prepare and deliver a short presentation to meet the 3 objectives of the chief procurement officer

1. Suggest some procurement opportunities to reduce cost in the category
2. Explain why we have chosen these opportunities
3. How much could Efficio save the client?

All proposals will need to be supported by a savings figure that has been calculated using the data provided detailing any assumptions made

Meeting:

The Operations Manager and Head of Procurement will both be in the room for the update (*note - the Efficio interviewers will be in role*). Please bring any useful supporting calculations / data into the meeting.

Candidate Brief – Guidance (1/2)

The following gives you some useful guidance and tips on how to structure your case study



Why does Efficio do a case study?

We want to see how you process, analyse and critically assess new information under time pressure. We're looking to see how you can present information and interact with client stakeholders



How should you structure your answer?

Make quantifiable suggestions based on analysis and other context that you have been given. Focus on what will have the biggest impact and what can realistically be achieved



What are we looking for?

We are looking for skills in problem solving, analytics, stakeholder management, self awareness, communication











How should you prepare?

Take a look at our detailed case study guidance! In addition to this there are lots of resources available online that can help you prepare for a case study interview

When looking for example case studies, look for examples which focus on financial improvements for the organisation

Candidate Brief – Guidance (2/2)

Try to demonstrate how you can:

-  **Work with a client to identify problems**
-  **Problem solve and think in a structured manner**
-  **Listen actively**
-  **Apply commercial awareness**
-  **Analyse quantitative data**
-  **Interact well with clients**
-  **Communicate conclusions concisely**
-  **Show enthusiasm, motivation & maturity**

How should I respond to the case study?

Your objective should be to demonstrate your analytical, reasoning and communication skills to find the solution! Do not jump to conclusions or rush to the answer, the process of how you get there is the most important

How should I prepare for a case study interview?



Last of all, the case study is designed for us to see the best in all our candidates, we're not trying to catch you out!

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