



**Image attached** of Terry Shoulder, Caroline O'Grady and Stacey Coote of Coote O'Grady, accepting their World Procurement Award from compere, actor Stephen Manghan.

**Media interviews** are available with Partner, Caroline O'Grady.

21 May 2018

## **GLOBAL AWARD WIN FOR EAST BOLDON BASED BUSINESS**

A local company has been recognised as a world leading consultancy, in only its second year of business.

Coote O'Grady, based in East Boldon, Tyne & Wear, scooped the prestigious Best New Consultancy Project award at the World Procurement Awards 2018.

They beat off competition from several high-profile global names, including KPMG, to win the award in front of over 1,000 procurement professionals. They were presented with the honour at a ceremony hosted by actor Stephen Manghan, at the Intercontinental London, The O2, on Thursday May 17, 2018.

The award was for a project that reduced a FTSE100 client's legal spend by 34%, a saving which equated to around \$20 million USD.

The win is even more significant because its entire team of eight people – five of whom are based in the North East – all work flexible hours, fitting their demanding consultancy roles around family commitments.

The World Procurement Awards are the most sought-after awards in procurement, recognising those at the forefront of the profession. Judges include senior representatives from Adidas Group, Kellogg and Danske Bank.

Partner Caroline O'Grady, originally from Sunderland, who returned to her native North East after a career as a solicitor and Law Firm Panel Director in London, said: "We are overwhelmed to have won the most prestigious award in Procurement in our second year of business. I am so proud of the whole team who've worked really hard to deliver such high-quality work for our clients and this award reflects their efforts.

"I am a big champion of flexible working, something that we have offered to all of our employees from the start, and this award proves that it can deliver big business benefits, both for the company and the client. We've recruited top quality talent from this ethos, and our exceptional skillset has meant we've grown our client base and secured repeat work from existing clients."

Speaking on behalf of the judging panel, Tim Burt from Procurement Leaders magazine, said: "Legal spend is a hard area to manage for procurement, due to the high level of expertise that is required. This entry demonstrated clear return on investment and a fresh solution that adds value to what really matters."

Coote O'Grady succeeded in a three-stage judging process to win the title, including being judged by a peer review and face to face debate after reaching the finals.

Coote O'Grady works with several clients, including financial services, automotive, insurance and pharmaceutical companies, to review their legal spend and recommend ways to add value. For more information on Coote O'Grady, please visit [www.cooteogrady.com](http://www.cooteogrady.com). For more information on the awards visit [www.worldprocurementawards.com](http://www.worldprocurementawards.com).

**For interviews, please contact Caroline O'Grady on 0793 1815448.**

## **NOTES TO EDITORS**

Coote O'Grady is the UK's leading legal spend management company. Its team of lawyers and legal procurement experts focus on law firm performance management and legal spend management.

The company works with several clients, including government, FTSE100 and FTSE250 companies in sectors including banking, insurance and pharmaceuticals.

It delivers some of its services through a low-cost base in the North East of England which allows the company to be the most cost-competitive in the market.

Coote O'Grady is a flexible and socially responsible employer, offering rewarding careers on a part-time basis. It champions a range of flexible working practices, for example term-time, part-time and job share.