

The background of the slide is a composite image. The top half shows a cloudy sky. The bottom half is split: the left side shows a large, terraced quarry or open-pit mine with a winding road, and the right side shows an industrial facility with two tall smokestacks and various structures. A large, dark red diagonal shape cuts across the bottom right corner of the slide.

# Commercial Support

*Efficiency at every angle*

## About Us

Founded in 2018, Xenco is a multi-disciplined, specialist service group that delivers executive and operational level support to businesses seeking significant improvements in productivity, efficiencies and company profitability.

With access to business acumen and decades of front-line experience in heavy industry, Xenco has the knowledge, passion and agility to tackle any business challenge.

We are strategic problem solvers, trusted to tackle complex business challenges across industries and borders. With a proven track record of delivering commercial value, we take pride in driving meaningful outcomes for clients.

Our commercial support services focus on strengthening the backbone of operations, from contract management and procurement through to cost control and performance optimisation.

---

## Our Approach

At Xenco, our commercial support approach is built on strong partnership, practical insight, and a shared focus on outcomes. We embed ourselves within your team to understand the commercial drivers behind your operations and shape strategies that align with your goals.

From contract structuring to procurement oversight and cost governance, our approach is proactive, risk-aware, and grounded in clarity. We simplify complex data, mitigate commercial risks early, and ensure that every decision contributes to long-term value.

Rather than a set-and-forget model, we continuously track performance, refine strategies, and adapt to change so your business stays commercially aligned, resilient, and results-focused.



---

### Embedded Partnership

We integrate with your team to understand the drivers, constraints, and goals shaping your commercial environment - building strategies that work in practice, not just on paper.



---

### Commercial Clarity

We cut through complexity to turn contracts, cost data, and KPIs into clear insights that support confident, aligned decision-making across your business.



---

### Risk-Led, Outcome Focused

We identify risks early and shape commercial decisions around meaningful, measurable outcomes balancing performance, compliance, and resilience.



---

### Continuous Value Delivery

We stay engaged beyond mobilisation, tracking performance and refining strategies to continuously drive value throughout the life of the engagement.

## Our Services

We provide end-to-end commercial support across contracts, procurement, supplier management, and cost performance. Our team works closely with clients to embed structured, risk-aware, and outcomes-focused practices that strengthen commercial performance and align with broader business objectives.



### **Contract Lifecycle Management**

We manage the full lifecycle of contracts, from strategy and tendering through to execution and close-out, ensuring commercial alignment, reduced risk, and consistent value delivery.



### **Procurement Strategy & Execution**

We support the development and execution of procurement strategies that balance cost, quality, and risk. Our team helps establish efficient sourcing frameworks and select the right partners to meet operational and commercial goals.



### **Supplier Performance & Compliance**

We implement practical frameworks to manage supplier performance, enforce contractual obligations, and strengthen supply chain resilience, especially in high-risk or remote environments.



### **Cost Visibility & Control**

We provide structured tools and processes to track spending, monitor performance against budget, and enable proactive cost management across projects and operations.



### **KPI & Performance Reporting**

We implement real-time dashboards and reporting tools that track key commercial metrics, enabling accountability and alignment across financial, technical, and operational teams.



### **Change Management Support**

We offer commercial oversight and advisory through project or scope changes, ensuring that variations are assessed, justified, and controlled in line with budgets and contracts.



## EXPERIENCE | LEADERSHIP | INSIGHT

If you're looking to experience innovation and excellence at your business, get in touch with us today.

## Contact Us

### Xenco Support

**PH** 1300 936 261

**E** [support@xencoservices.com](mailto:support@xencoservices.com)

**W** [www.xencoservices.com](http://www.xencoservices.com)

