

# Hughenden Consulting becomes first UK Centre of Excellence for “Vested®”

Submitted by: Hughenden

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This new supplier collaboration approach is proven to spark innovation, improve service, and reduce costs

High Wycombe – 3 Feb, 2017 – Hughenden Consulting announces today that it is the first UK consultancy to become a certified Centre of Excellence for “Vested® (<http://www.vestedway.com>),” a business model, methodology, mind-set and movement for creating highly collaborative business relationships. Under the agreement, Hughenden will educate, coach and mentor its global clients in developing win-win Vested relationships in their extended supply chains.

UK companies are waking up to the fact that commercial warfare in supply chains hurts all participants. Even large corporations that appear to win negotiations in the short term, suffer in the long run from reputational damage, quality problems, lawsuits and financial loss. The Vested approach fosters an environment that sparks innovation and true collaboration which leads to much more than improved service and reduced costs. Both parties co-create value for each other, gaining in areas that were previously not considered.

According to Hugh Williams, managing director, Hughenden Consulting, “The many accepted negotiating techniques based on strong-arming and deception are inherently damaging for extended supply chains, individuals, society and the wider economy. Our clients have been asking us to how they can do things differently, which is why we got involved with Vested. We are really enthusiastic about the potential that this break-through approach has to offer in culture change and strategic partnerships.

Kate Vitasek, lead faculty and researcher behind the Vested model at the University of Tennessee, commented, “We are proud to welcome Hughenden as the UK’s first Vested Centre of Excellence, specialising in change management in supply chain and S&OP. Their excellent reputation in these disciplines, along with their people-centred approach will inspire confidence in manufacturers seeking to move to the Vested model.”

## Tailor-made programmes

Whether companies want to apply Vested to incrementally improve their relationships or completely transform them, Hughenden can offer a tailor-made programme to help. Organisations or people interested in Vested, should contact Joanne Williams on email [joanne.williams@hughendenconsulting.com](mailto:joanne.williams@hughendenconsulting.com).

## About Hughenden Consulting

Hughenden Consulting is a specialist international consultancy, delivering supply chain change management by focusing on People. Its consultants are experts in change management. They deliver services in supply chain (sales & operations planning, sales forecasting, inventory planning etc.) and presentation and communication skills using a range of imaginative and creative media - all being critical contributors to the financial performance of a business. Hughenden has delivered its services in more than 40

countries around the world and is proud to include amongst its clients, companies such as Cargill, Konecranes, BDR Thermea, Knauf, Kerry Group, GSK, McCormick, Travis Perkins and Pernod-Ricard. For more information visit [HughendenConsulting.com](http://www.hughendenconsulting.com) (<http://www.hughendenconsulting.com>)

#### About Vested

Vested® is a groundbreaking business model, methodology, mindset and movement developed by researchers at the University of Tennessee's Haslam's College of Business Administration. The research, originally funded by the U.S. Air Force, provides extensive academic and hands-on research into progressive outsourcing programs. Vested has quickly emerged as a global outsourcing standard adopted by Fortune 500 corporations, government agencies and major NGOs around the world as a way to create highly collaborative business relationships that enable true win-win propositions.

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