

No Seat at the Table?

Build a Chair!

Presented by

Tina M. Borger, CPPO

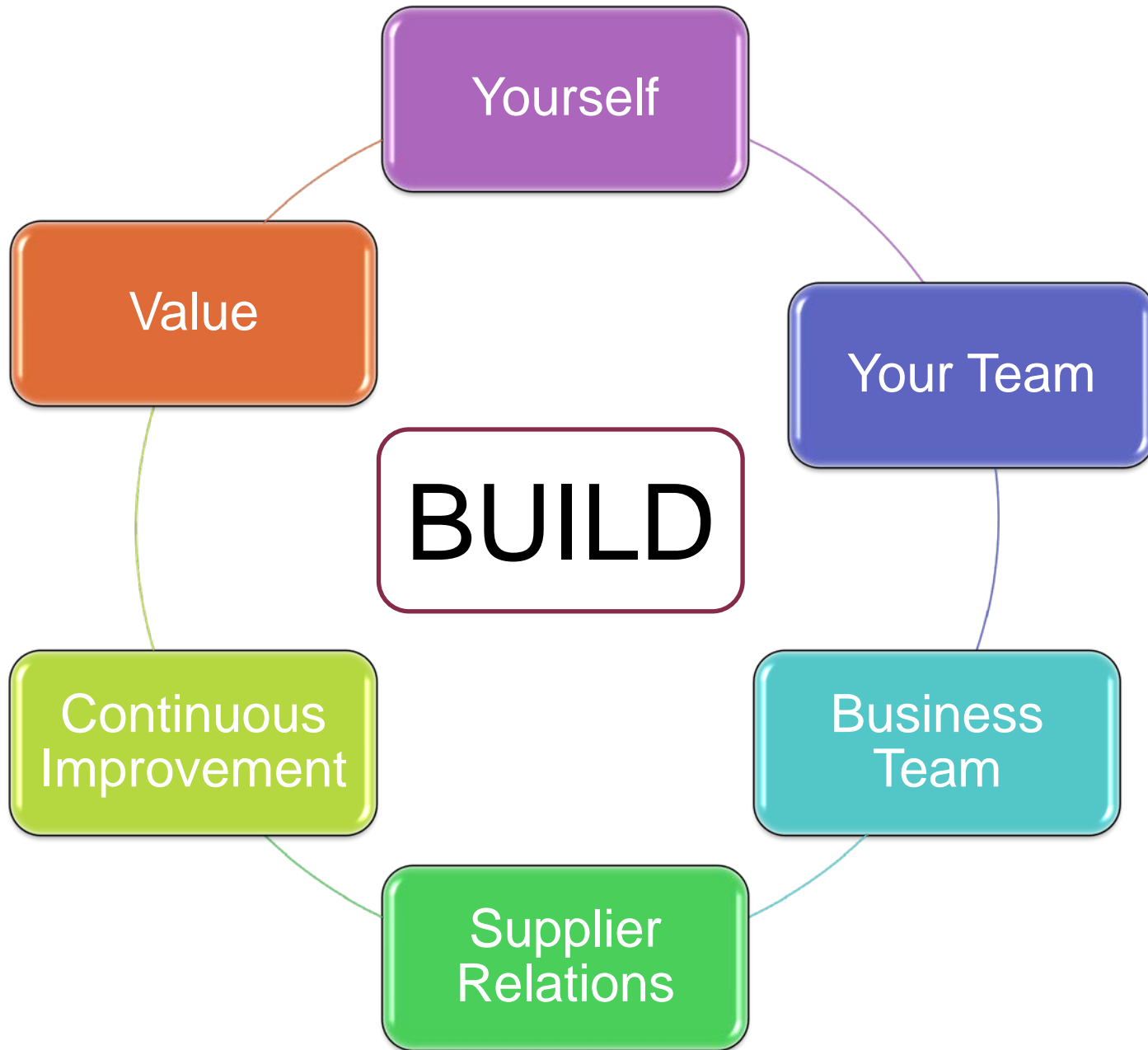
NIGP: *The Institute for Public Procurement*



FORUM2014

**No one
deserves
a seat at
the
table...**





Yourself

Your Team

BUILD

Business Team

Supplier Relations

Continuous Improvement

Value

Yourself



Your Team

Attitude
Aptitude

Encourage
Certification

Fund
Professional
Development

Mentor

Succession
Planning

The Business Team

Procurement

Administration

Finance

Legal

IT

HR



Supplier Relations

BUYERS

SELLERS

Strategic Partners



Continuous Improvement



Value

Procurement
Value

Organizational
Value



No Seat at the Table?



All About the Value!



Presented by Tina M. Borger

www.nigp.org

