

Procurement At A Crossroads

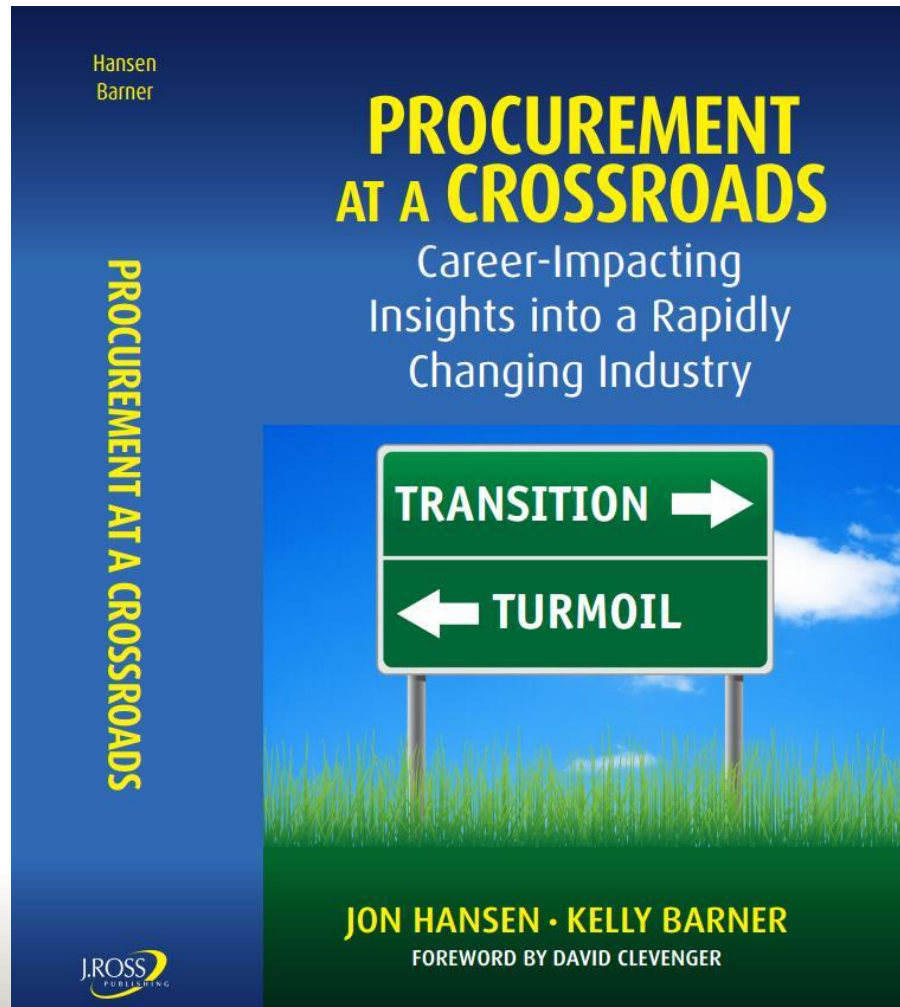


FORUM2015

Career-Impacting
Insights into a Rapidly
Changing Industry

Presented by
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Procurement At A Crossroads



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CHAPTER 1: WHO IS PROCUREMENT?

CHAPTER 2: HAS PROCUREMENT (FINALLY) COME OF AGE?

CHAPTER 3: IS PROCUREMENT STRATEGIC?

CHAPTER 4: IS THERE TRUTH BEHIND THE NUMBERS?

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CHAPTER 5: ARE WIN WIN COLLABORATIONS REALLY POSSIBLE?

CHAPTER 6: DO WE REALLY NEED ANOTHER CHAPTER ABOUT FINANCE?

CHAPTER 7: CAN PROCUREMENT TECHNOLOGY BENEFIT FROM THE UBER EFFECT?

CHAPTER 8: ARE THE DIFFERENCES BETWEEN THE PUBLIC AND PRIVATE SECTORS REAL OR PERCEIVED?

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CHAPTER 9: THE MEDIA AND PROCUREMENT: ARE WE REALLY COVERED?

CHAPTER 10: WHERE DOES PROCUREMENT GO FROM HERE?



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WHO IS PROCUREMENT?

- Paths into, through, and out of procurement
- Will purchasing go the way of the dinosaurs?
- Implications of the break between old and new procurement
- Jon's Perspective: Why Mickey North Rizza can't go home again . . . or can she?
- Kelly's Perspective: It's not the analyst turnover that worries me, it's the lack of replenishment
- Is this crossroads procurement specific?

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HAS PROCUREMENT (FINALLY) COME OF AGE?

- A mature perspective of position vs influence
- The more things change, the more they stay the same
- A brave new tomorrow for procurement
- *Jon's Perspective: Enter the Relationships Management Officer or RMO*
- *Kelly's Perspective: It's time for an operational procurement revolution*
- The late bloomer advantage

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IS PROCUREMENT STRATEGIC?

- Into the looking glass
- Is it possible to standardize strategy?
- Jon's perspective: Buyers need not apply
- Is it time to move on?
- Kelly's Perspective: The extinction paradigm is not unique to procurement

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IS THERE TRUTH BEHIND THE NUMBERS?

- Analysis vs. analytics
- Achieving balance
- Jon's Perspective: Looking beyond procurement
- Using data to find the truth
- Kelly's Perspective: Prove how hard data maintenance is by making it look easy
- The truth about predictive analytics

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ARE WIN WIN COLLABORATIONS REALLY POSSIBLE?

- The appeal of collaboration
- Jon's Perspective: Peace, love, and collaboration
- The end of the efficiency paradigm
- A tale of two bridges
- Career conditioning and the changing of the guard
- Kelly's Perspective: Collaboration can be hard to 'read'
- In collaboration, close does not always equal good

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DO WE REALLY NEED ANOTHER CHAPTER ABOUT FINANCE?

- Can you walk the walk together if you don't talk the same talk?
- Jon's Perspective: Show me the money!
- Cross functional interaction and increased potential
- Kelly's Perspective: Change management as easy as ABC
- One big, happy talent pool
- Two eyes and one mouth for a reason

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CAN PROCUREMENT TECHNOLOGY BENEFIT FROM THE UBER EFFECT?

- What does the departure of a CFO really mean?
- Kelly's Perspective: A two-sided look at the role of people in technology
- The Uber effect
- Jon's Perspective: Once you've seen it all, there's no going back
- Proactive leadership, not abdication
- The Cloud as the great commoditizer
- Chickens are involved, pigs are committed

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ARE THE DIFFERENCES BETWEEN THE PUBLIC AND PRIVATE SECTORS REAL OR PERCEIVED?

- Public sector bad, private sector good?
- The Copperfield effect
- Relationship with change
- Can oil mix with water?
- Kelly's Perspective: To the moon, procurement! To the moon!
- Jon's Perspective: An Apple Is Still An Apple!

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THE MEDIA AND PROCUREMENT: ARE WE REALLY COVERED?

- So what exactly happened at NIGP and why is it important?
- Everyone is entitled to an opinion
- Don't fence me in
- Jon's Perspective: A Case (Or Story) In Point
- Kelly's Perspective: Diversity of Voice and Diversity of Perspective
- The emergence of a new media model

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WHERE DOES PROCUREMENT GO FROM HERE?

- The takeaways
- And now, for a few final thoughts...
- Jon's Perspective: Act like you have the influence and respect you deserve
- Kelly's Perspective: Carpe diem - today.
- Other's Perspectives: #FutureBuy

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**EPILOGUE: WHAT IF WE ARE WRONG ABOUT THE
FUTURE OF PROCUREMENT?**



