

Shaping the Future of Procurement



FORUM 2016

Presented by

Robert Gleason
DGS/DPS Director

Leveraging the Power of Procurement The Keys for Procurement Success

- **Alignment**
- **Category Management**
- **Supplier Relationship Management**
- **Technology**
- **Talent**

2015 Forum Review



Building Partnerships in Procurement

- **Define – Stakeholders, strategies, leadership, success**
- **Role – Lead by influencing business strategy**
- **Value – Strategic role to reach goals, increase value**
- **Suppliers – Partner, enable, leverage their innovation**
- **Customer – Define internal and external customer**
- **Engagement – Proactive support, planning, interaction**
- **Connect – Stakeholders who matter**
- **Deliver – Relevance, Value, Credibility to be successful**



2016 – Shaping the Future of Procurement



- Practical Exercise
- DVICS – an imagined public body or agency
- You are the new CPO / Procurement Chief
- Situational Challenges - Determine and rank type of Challenge, Risk and Priority of each
- Use Keys to procurement success - develop approaches to shape procurement future

2016 “Shaping the Future”



Exercise

1. Read Case Study “Shaping the Future of Procurement in the DVICS Agency”
2. Determine Type of Challenge, Risk and Priority for each issue
 - Individually 10 minutes
 - Group 20 minutes
3. Elect spokesperson for table or person whose birthday is closest to Nov14th



Discussion



Let's Play!



Increasing value and supply-side capability development

ROLE of Procurement / Supply Management

VALUE of Procurement / Supply Management

