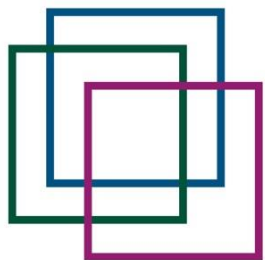


# The Cornerstone of Success

*How to Write an Effective Procurement Strategy*

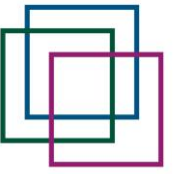
Linda Crotty

SUMS Procurement Associate



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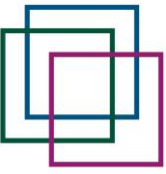
# What is an effective Procurement Strategy?



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**A plan of action to achieve organisational goals and objectives ....**  
**which provides clear direction for procurement activity across the**  
**organisation ....**  
**is agreed with and communicated to stakeholders ....**  
**and is reviewed and refreshed regularly.**

# Developing an effective strategy



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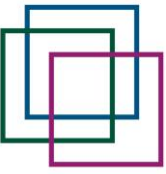


What do we need to know?

5 key questions:

- **Where do we want to be?**
- **Where are we now?**
- **What do we need to do to get there?**
- **Who do we need to involve?**
- **How will we know when we are there?**

# Vision and objectives



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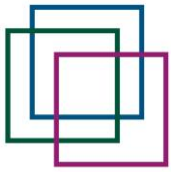


## Where do we want to be?

### Challenges:

- Understand organisational priorities – align
- Know what is possible – innovate
- Be mindful of wider context – consider

# Current capabilities



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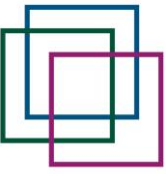
## Where are we now?

### Challenges:

- Benchmark current capabilities – cover all aspects e.g.
  - Governance, Reporting & KPIs, Organisational, Resources & Skills, Sustainability, Collaboration, Information Systems, Supplier Strategy & Policy, Category Management\*
- Identify performance gaps – opportunities for improvement

\*9 attributes taken from Procurement Maturity Assessment (PMA+)

# Plan of action



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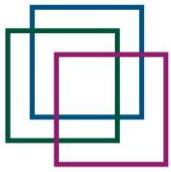


## What do we need to do to get there?

### Challenges:

- Identify key actions – prioritise
- Develop phased plan – workstreams and milestones
- Agree resources - commitment

# Stakeholder engagement



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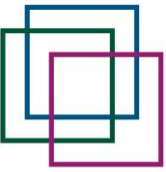


## Who do we need to involve?

Challenges:

- Identify key stakeholders – cover all levels, internal and external e.g.
  - Senior management, Heads of Departments & Faculties, staff carrying out procurement activities and suppliers
- Develop engagement plan – and communicate

# Measurement and reporting



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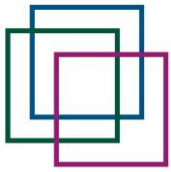
## How will we know when we're there?

### Challenges:

- Develop clear objectives and measures – across priority areas
- Report progress – regular and at all levels
- Review and refresh – relevant



# Developing an effective strategy



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## What do we need to know?

### How will we know when we are there?

- Develop clear objectives and measures – across priority areas
- Report progress – regular and at all levels
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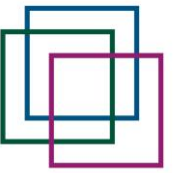
### Where are we now?

- Benchmark current capabilities – all aspects
- Identify performance gaps – opportunities for improvement

### What do we need to do to get there?

- Identify key actions – prioritise
- Develop phased plan – workstreams and milestones
- Agree resources – commitment

# Poll Results



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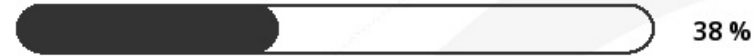


## LUPC & SUPC Conference 2022

Poll question  
**What do you see as the greatest challenge in developing a procurement strategy**

My response  
**Vision and objectives**

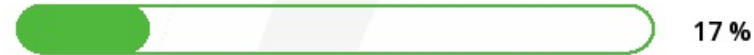
Stakeholder engagement



Vision and objectives



Measurement and reporting



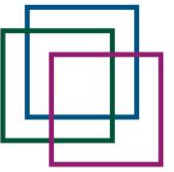
Plan of action



Only displaying the top results. There were 1 other poll options

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# What is an effective Procurement Strategy?



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“The PMA+ delivered a clear action plan for functional development. It meant we invested in the right activities to deliver the greatest impact for our team, the institution, and ultimately, our students.”

- Martin Satchwell, Head of Procurement, De Montfort University

Completing successive PMAs has given Newcastle an impetus and a defined target to ensure continuous improvement is achieved in our Procurement Services team...

- Neil Addison, Procurement Manager, Newcastle University

[www.heprocurementsolutions.ac.uk](http://www.heprocurementsolutions.ac.uk)



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Get an objective view of your procurement capability and capacity.


[Read more](#)

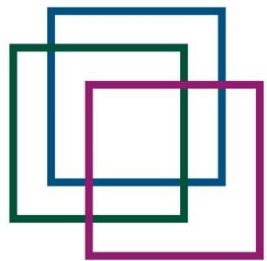


**Transform Your Procurement Function**

Implement strategy and change management activities to deliver impact.

[Read more](#)





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**Any questions?**

THANK YOU

## CONTACT US

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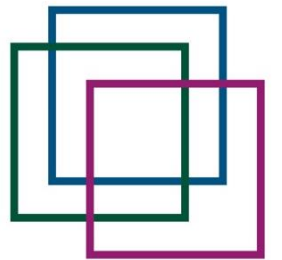
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