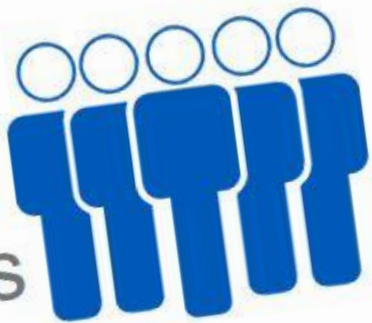


# Intelligent Procurement

## Don't Reduce the Costs, Improve the Process

- Focus on Value, not Cost
  - Attain the desired outcome for the least resource
- Belongingness:
  - Understand User Needs and Expectations
  - Engage Buyers AND Suppliers in 'solving the problem'
- Align with Business Strategy
- Redesign the process to remove inefficiency
- Remove the pain - be simple, fast, effective
- Utilise capability of information technology – eliminate paper
- Reinvest - at least some of – the gains in the service

More than **£177M**  
savings for members



Social value of our projects stands at  
**£68million**



More than  
**4000 jobs** created



Procured more than  
**£855M** in contracts





£31,032,219  
Cost efficiencies secured

Social value through planning

313  
beneficiaries

£5,028,606  
of social impact (non cashable) generated



## Critical Success Factors

- Team Charter
- Commitment
  - Chief Officers
  - Directors
  - Senior Managers
- Procure outcomes not inputs
- Make it easier to do it this way
- Dedicated team, shared location, mutuality
- Equity in benefit sharing

**FUSION**

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**Thank you**

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