



# Revitalizing Your Procurement Organization

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# What is Revitalization?



# Why Do We Need Revitalization?

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YOU DON'T LOOK FORWARD TO MUCH



THERE ISN'T ANY 'JUICE' IN YOUR CREATIVITY BOTTLE



YOU DON'T FEEL LIKE YOU ARE ACCOMPLISHING ANYTHING



YOU DAYDREAM ABOUT GETTING AWAY FROM IT ALL



YOU ARE TIRED, STRESSED



DAYS START TO RUN TOGETHER IN A BLUR



YOU'RE JUST GOING THROUGH THE MOTIONS

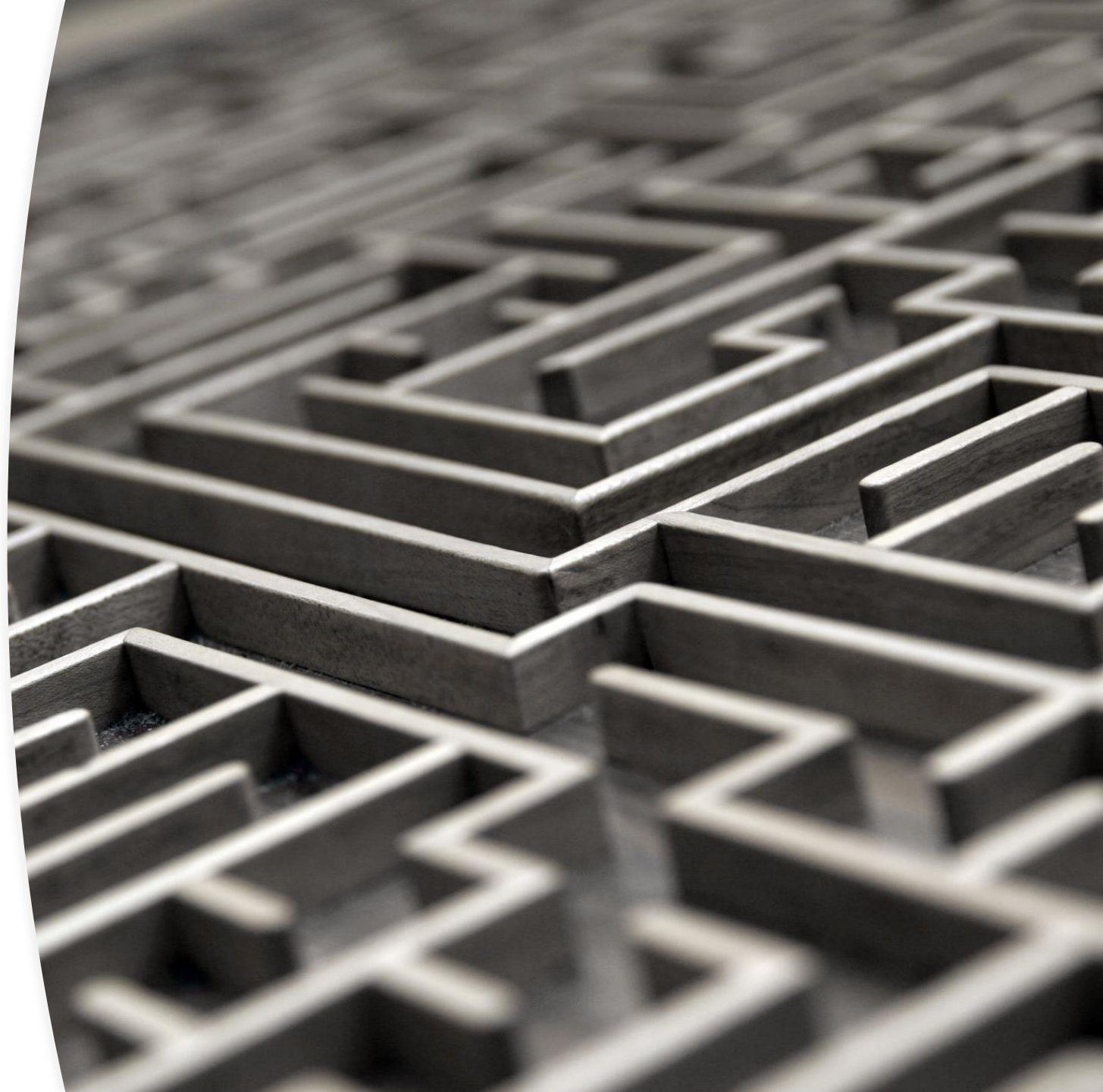
# **Operational Challenges**



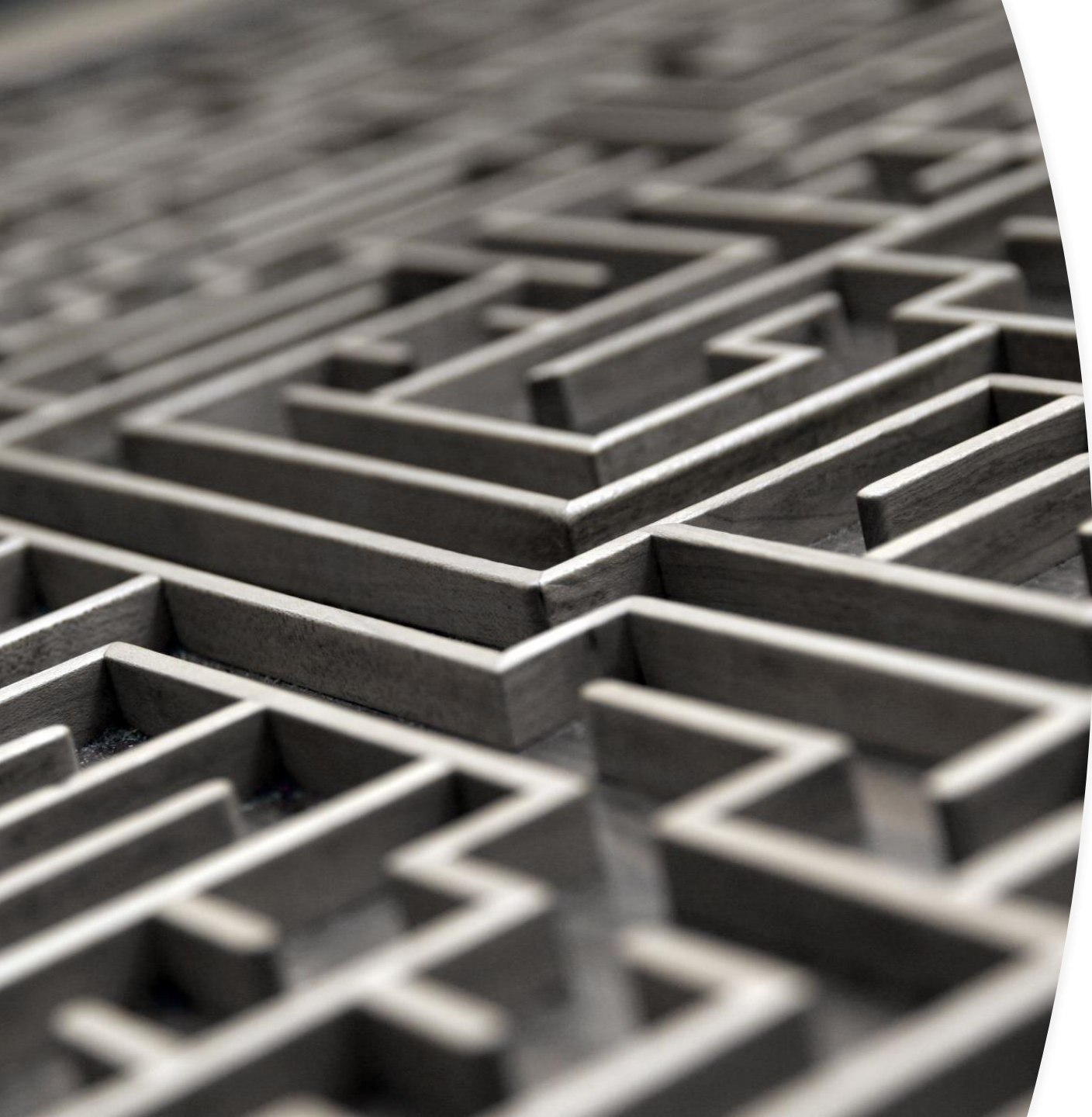


## What are the Challenges

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## **What are the Challenges**

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# **Current Procurement Landscape**

# Look in the Mirror



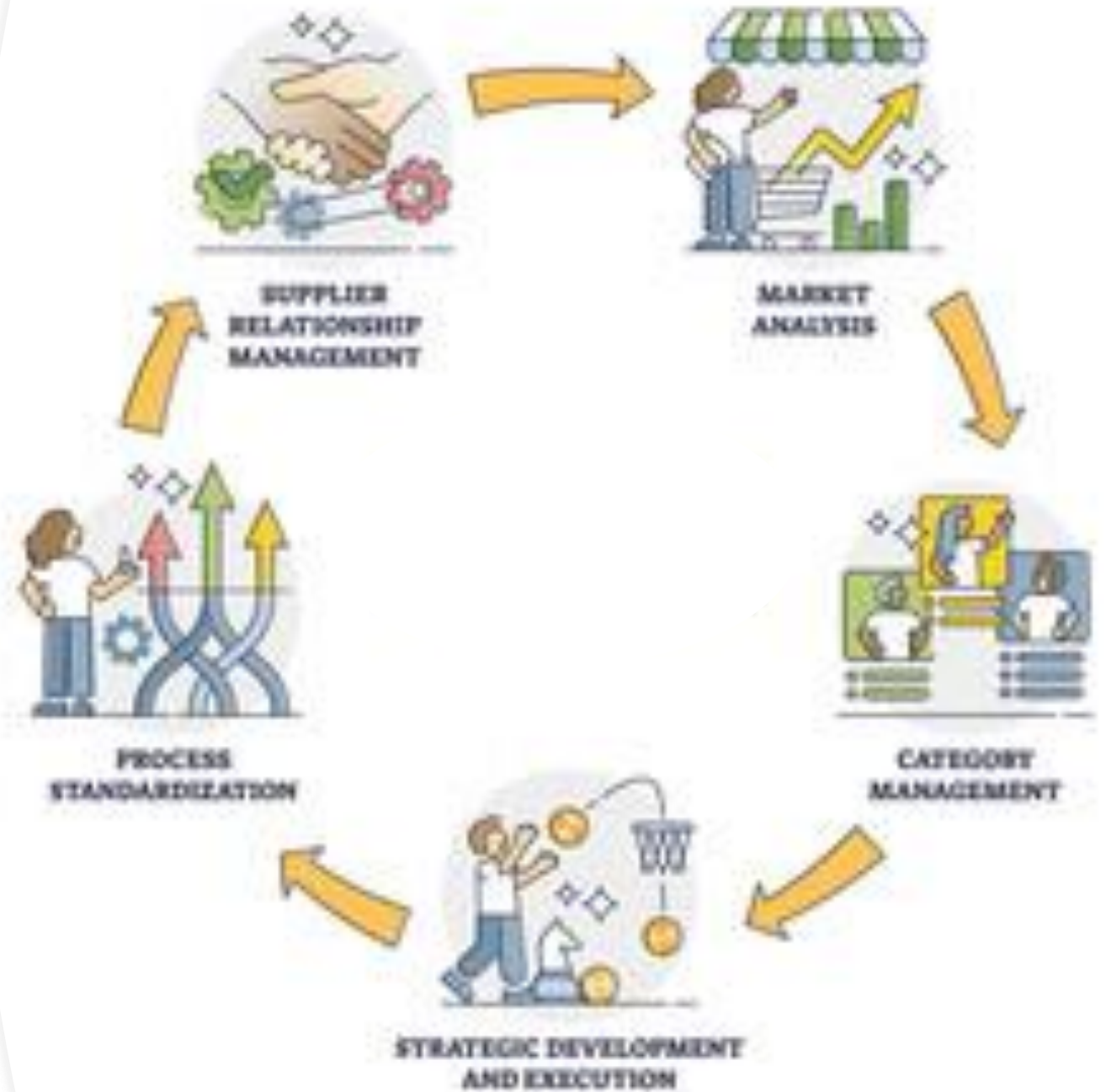




## Role of Purchasing



# Role of Procurement



# Purchasing vs. Procurement

- Two terms are not synonymous



# Strategic Planning vs. Tactical Planning

- **Strategic** - Long-term approach.
- **Tactical** - focus is primarily on day-to-day operational activities and short-term goals.



# Map Processes







## Planning for the Future

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# Assess Technology





# Examine Relationships

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# Determine Your Aspirations



# **Strategies for the Future**



**Revitalization  
Roadmap**



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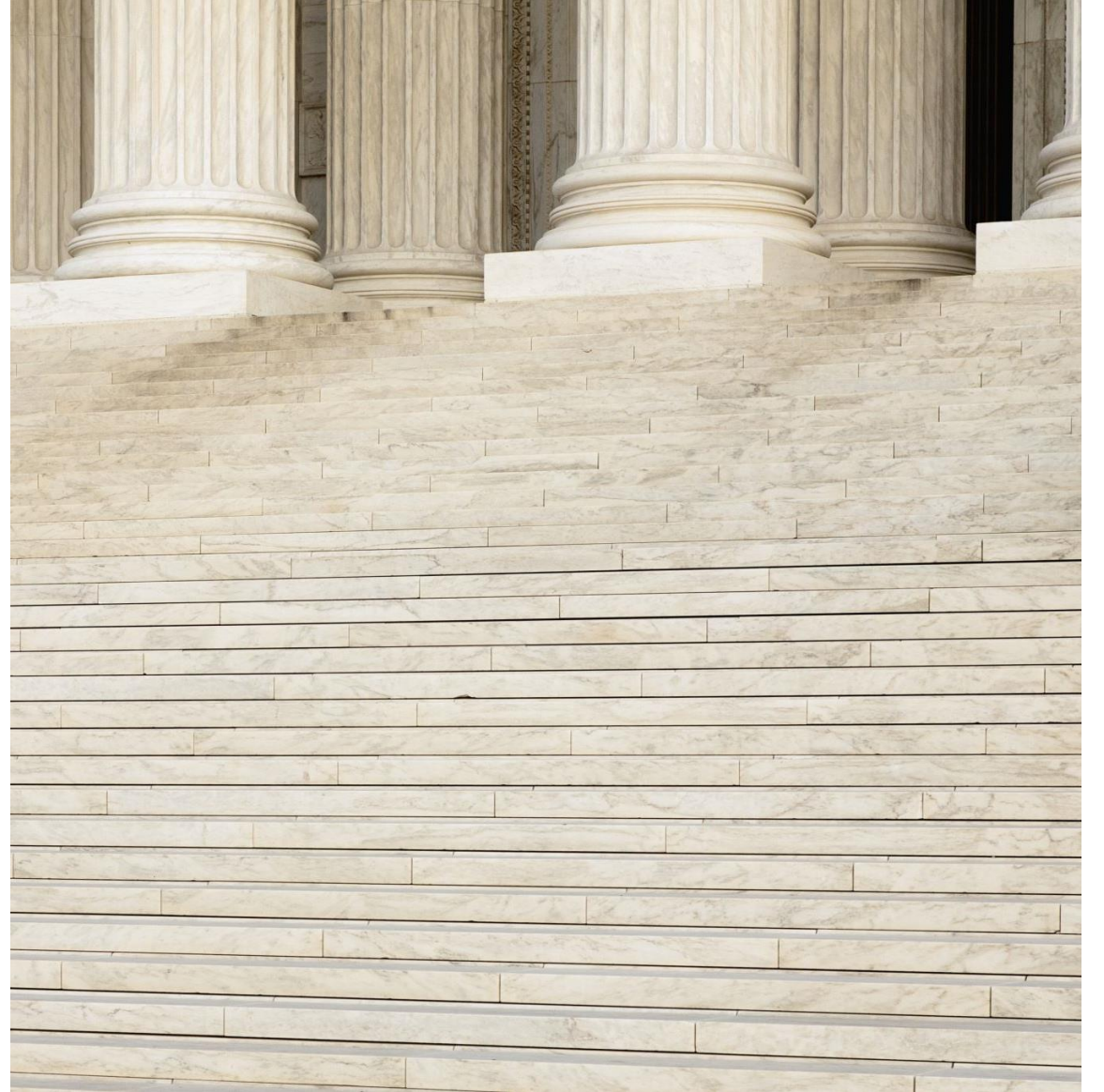
# Be Intentional About Being Strategic

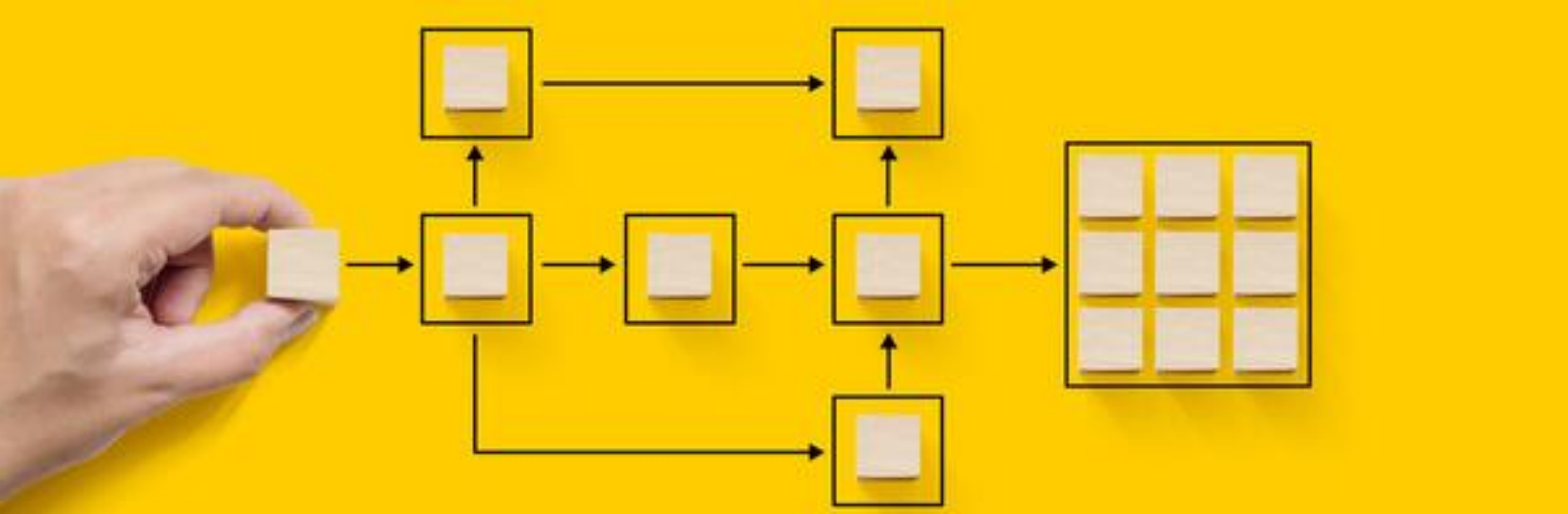
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# Revamp Policies + Procedures





## Realign Processes

# Establish Productivity + Performance Metrics







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## **Cultivate People + Partnerships (Internal)**



**Cultivate People +  
Partnerships  
(External)**





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# Maximize Automation



# Shift the Paradigm

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# Change Perception



# **The New Reality**







## Final Thoughts

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- Revitalization requires ongoing commitment and continuous improvement.
- Revitalization requires regular assessment of procurement operations to identify further opportunities for enhancement.
- Revitalization requires us to adapt to evolving needs and challenges.

# Final Thought



## Step Up and Accept the Challenge

For revitalization to occur, we must re-tool how we work in order to transform our procurement operations for the future and use every opportunity as a catalyst to re-define who we are, what we do and the future of public procurement

# Thank you

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