

Procurement for an uncertain future

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Innovation in procurement is not an option

Prepare the future :

- New Technologies
- Adaption to norms & regulation
- Unexpected Threats
- End-users & usage
- Aligned to the world



Positive feeling :

- Fun
- Impact

Value creation :

- Investment for SME's growth
- Investment for the future
- Country / European Leaders
- Employment
- Conscious Progress. Kind of "XX for good"

The question is not “shall we” but “how we”

Establish and share roadmap

- What to do
- How to anticipate
- What to look for



Being at the earliest stage in the decision process

- Lighten the options and choices
- Influence the decision
- Be aware the soonest for higher impact

Procurement is not an isolated island



- How to provide added value ?
 - Not only seen as « the one who knows how to conduct the procurement process »
 - Worse : the one to place orders ... and that's it
 - But as a strong and reliable business partner
 - Knowing what is required inside and how to connect resources outside

- Procurement officer = outsource resources manager

Being the gate to outsiders

- Procurement officer shall be recognize as the not-bypassed « gate » between inside and outside
- It requires
 - Time and anticipation
 - Management agreement to « spend time outside the office »
 - A kind of appetize for tech
 - Networks management
 - Trust from suppliers
- Being at the right time at the right place to open the right door !

