Procurement Update

Clare Winter – Group Manager Procurement

Where have we come from?









Some of the issues/barriers

- Procurement staff do not have the appropriate category or market knowledge
- I have concerns about the skill levels of our procurement people
- Procurement do not have the resources to deliver our requirements
- I am not sure what value they add to our area
- We never see the same person, there is no consistency and I don't know people in procurement well
- I have worked with procurement in the past but it has not been successful
- Procurement only focus on savings
- We don't have the time to go through the bureaucratic procurement process, and they are inflexible in the way that they work.



A Year of Change

- Established permanent team
- Better integration with commissioners
- Working with commissioners and providers
- Key relationships built with legal and finance
- Market engagement
- Contracts database

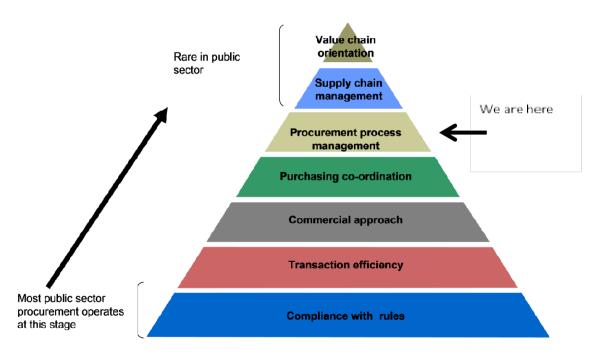


A Year of Change

- Procurement strategy
- Improved collaboration
- Procurement and Commissioning board
- Integration of Health and Social Care
- ASDM
- Savings

Where are we?

Stages of procurement development



Where are we going?

- Re structure
- Working with commissioners and providers
- Supporting ASDM
- Integrating Health and Social Care
- New project management approach

Meet the buyer event Spring 2016

- We need to engage with our local supply market
- 487 contracts 186 of them been awarded to SMEs and 26 of them to Voluntary Sector Organisations.

Total Vendors			Not for Profit	Others
20,068	6,331	3,808	194	9,735

Category Management Development?

Supplier Relationship Management & Contract Management



