

UPDATING A PROCUREMENT STRATEGY



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A Chief Procurement Officer needed to refresh her 3-year strategy.

With category managers and sourcing teams on all continents, the CPO wanted a way to accomplish the task without travel. AO was used so that the 95 procurement leads could collaborate virtually.

AO was expected to surface a routine set of ideas which would be discussed and translated into a set of objectives and plans. Strong alignment (87) was confirmed around the function's role and purpose.

However, the alignment analytics identified that two strategic decisions had to be made. The first related to a concern that a round of technology upgrades and related processes changes were insufficiently implemented and stable, where others disagreed and were eager to get on with new initiatives.

At the same time, many saw the function supporting the business strategy through transactional excellence, whereas others felt the function could provide more value-add, strategic services to the corporation.

The global community, represented by their regional leaders, established a plan to cement the new foundations being put in place, with an innovation workstream that would experiment with new service offerings.

CONSULTANT SERVICES:

Consultative: Creating a pathway in achieving your results with your business members input and employee observations of what is key for the benefit of your clients.

Advisory: Bringing diverse perspectives from unrelated industry operations and processes in seeking new opportunities in efficiencies.

Collaborative: Alignment optimizations delivers on a full spectrum of progressively engaging and impacting methodologies that deliver the results you and your clients expect.

KEYNOTE SPEAKER/WORKSHOPS

TRAINING & FACILITATION

COACHING & MENTORING

STAY CONNECTED



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Aligning Performance Improvement w/Corporate Strategy