



44 Must-Ask Questions for Procurement Revolutionaries



From The Procurement Revolution
2016, Co-Organized By:



Welcome

Over the course of 5 days in September 2016, 40 Revolutionaries from inside and outside of the procurement profession joined together to deliver 5 live webinars and over 50 unique pieces of audio, video, and written content. This collective effort was all focused on being able to answer one central question: how can we challenge the status quo to elevate the role of procurement?

We were able to cover a wide range of topics, including competitive advantage, globalization, autonomous cars, and digital commerce. Each piece was created as something fresh and new – shared just because it could be rather than because it was commissioned or promotional. The resulting Twitter discussion, using the hashtag #ProcureRev, created over 1.7 MILLION impressions.

At the conclusion of almost every piece of content, we asked a follow up question. This document is a summary of the 44 must-ask questions for procurement revolutionaries.

Some of the questions are provocative. Others are reflective. However, they were posed not to suggest that you are not doing enough, but to spur your thoughts as you consider your priorities and seek to further your career and the relevancy of your procurement organization.

We leave you with a final question: what one meaningful thing will you change based on your participation in The Procurement Revolution?

Kelly Barner,

Editor, Buyers Meeting Point & Co-Organizer, The Procurement Revolution

Philip Ideson,

Founder, Art of Procurement & Co-Organizer, The Procurement Revolution



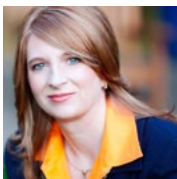
The Revolutionaries:



Greg Tennyson
CPO, VSP Global



Joanna Martinez
Founder, Supply Chain
Advisors



Kate Vitasek
University of Tennessee
& Founder, Vested



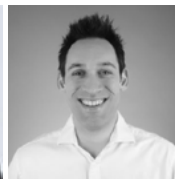
John P. (Jack) Miles
Managing Partner,
MainSpring Advisors



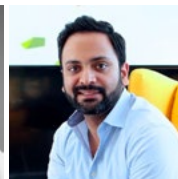
Rosemary Coates
President, Blue Silk
Consulting



Derk Erb
Research Vice
President, HFS Research



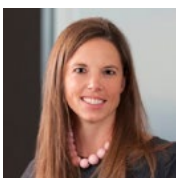
Mark Perera
Founder & CEO, Old
St Labs



Vishal Patel
Director Solutions
Marketing, Tradeshift



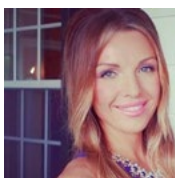
Kelly Barner
Editor, Buyers Meeting
Point



Sarah Rathke
Partner - Litigation,
Squire Patton Boggs



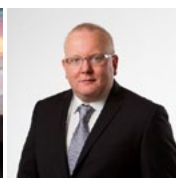
Bertrand Maltaverne
Senior Consultant,
POOL4TOOL



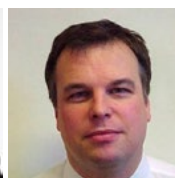
Kellie Peterson
Senior Marketing
Director, Ziff Davis



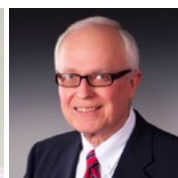
**Elisabeth Schlag
Lawrence**, Managing
Partner, Indirect-
Sourcing.com



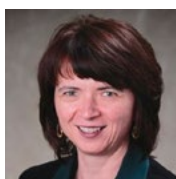
Gordon Donovan
Procurement & Supply
Chain Manager, Metro
Trains Melbourne



Stephen Ashcroft
Head of Audit & Advice,
Delivering Procurement
Services for Aid (DPSA)



Dr. Jim Narus
Professor, Wake Forest
University



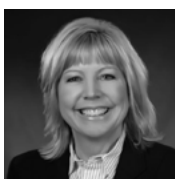
Dr. Michelle Steward
Associate Professor,
Wake Forest University



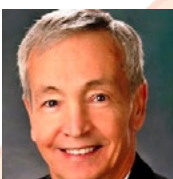
Jon Hansen
Writer & Speaker,
Procurement Insights



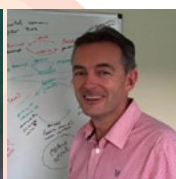
Ed Cross
Executive Director,
Odesma



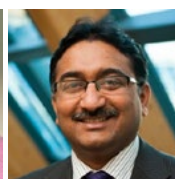
Jeanette Jones
Founder, Cottrill
Research



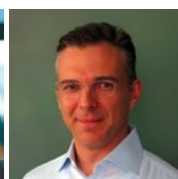
Dr. Tom DePaoli
Author & Principal,
Apollo Solutions



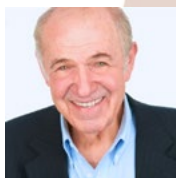
Mike Robertson
CEO, POD Procurement



Prof. Samir Dani
Head of Logistics,
Operations & Hospitality
Mgmt, University of
Huddersfield



Jason Pearson
Exec. Director,
Sustainable Purchasing
Leadership Council



Hal Good
Founder, Procurement
Pro's Group



Philip Ideson
Founder, The Art
of Procurement &
ProcureChange



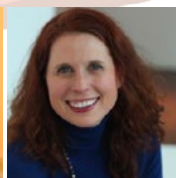
Sam Achampong
Director, Middle East &
North Africa, CIPS



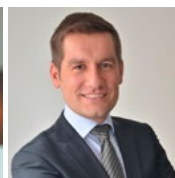
Simona Pop
Head of Partnerships,
InstaSupply



Dawn Tiura
CEO & President, SIG
(Sourcing Industry
Group)



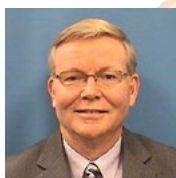
Amber Christian
Founder, ConsultAce



Pierre Laprée
Founder, Per Augusta



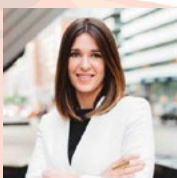
Joe Payne
VP Professional
Services, Source One
Management Services



Wray Myers
Strategic Sourcing
Leader, Gerhson



Ovidiu Slimac
Founder, Romanian
Union for Procurement
Professionals



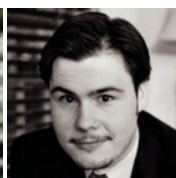
Stephany Lapierre
Founder & CEO,
tealbook



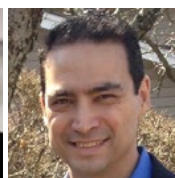
Gauthier Vasseur
Data Pioneer &
Instructor, Stanford



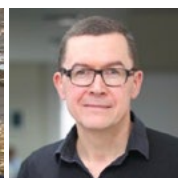
Pavlo Polupan
Sourcing Developer,
IKEA & Founder, Better
Purchasing



Ken Gaul
Associate Director,
Source One
Management Services



**Constantine
Limberakis**
VP of Product
Marketing, Determine



Lance Younger
Partner, Supply Chain,
Deloitte

**Procurement as
a Competitive
Advantage**

Questions:

1. Are you a good buyer, or a good partner?
2. Are you being a competitive advantage by proactively seeking supplier led solutions to solve your organizations greatest challenges?
3. What tasks are on your to-do list purely out of perceived obligation?
4. Have you embedded sustainability into your sourcing process?
5. Do you buy procurement tech as a Band-Aid or as part of an end to end digital strategy?
6. Are you ready to lever the power of data to bring value in new ways?
7. Are you able to invest time in continuous improvement?
8. Are you avoiding tackling the most complex spend categories?
9. Do you have a supplier innovation pipeline?
10. Are you considering sustainability at every stage of the scoping and sourcing process?



Aligning
for
Relevancy

Questions:

11. Do you know what your stakeholder really, really wants?
12. Is Procurement truly aligned with the organization, or pulling a “me too”?
13. Is Procurement perceived as saying what we mean?
14. Are your KPI’s driving the behaviors that you want to see?
15. Are Procurement’s current priorities broken?
16. Are you communicating how you impact company profits, not costs?
17. Do stakeholders come to you because they understand the value that you can bring?
18. Does the chief procurement officer role in your company come with a “C” or a “c”?
19. How entrepreneurial and commercially focused is your procurement organization?
20. Would licensing legitimize the procurement profession and those operating within it?
21. Are you suffering from the “side effects” of your KPI’s?

**Unknown
Unknowns of
Globalization**

Questions:

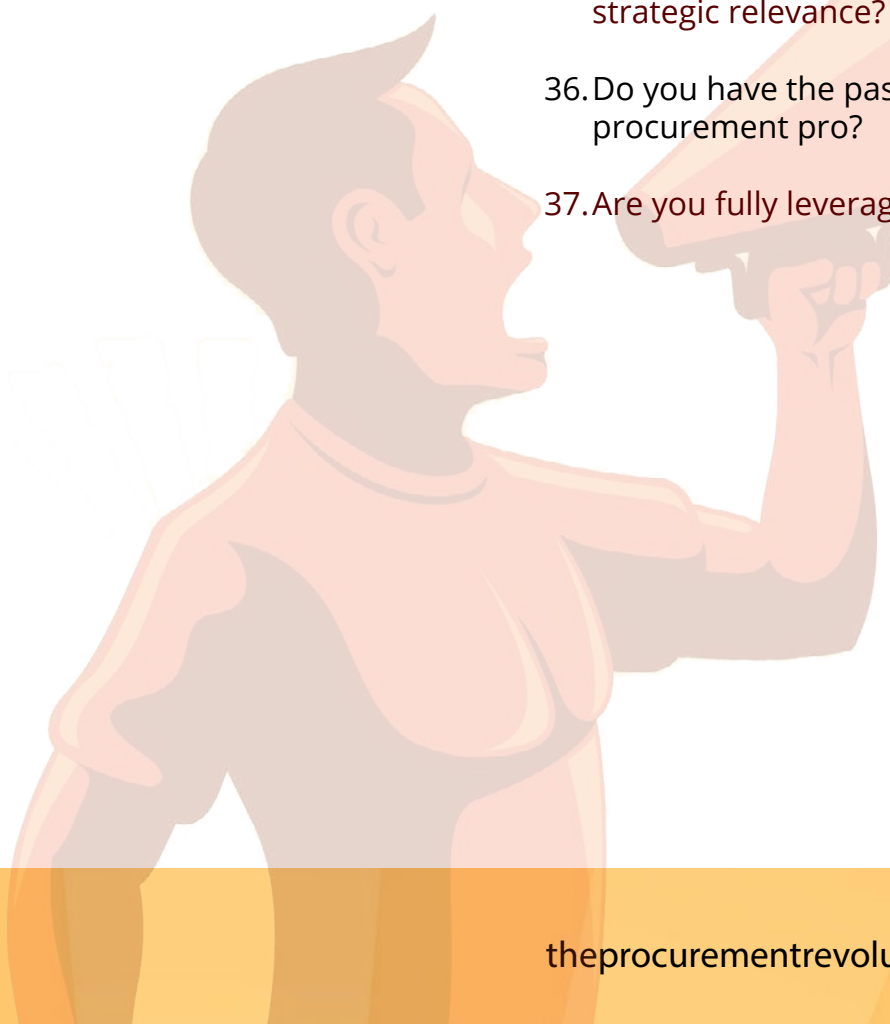
- 22. Are you taking the lead in managing and mitigating risks both throughout and after the sourcing & contracting process?
- 23. Are you sufficiently wary when doing business internationally?
- 24. Do you consider the impact of working capital and cash management as part of your sourcing decisions?
- 25. Does Procurement have a robust enough relationship with Legal to manage international contracts?
- 26. Is Procurement prepared to be an externally facing steward of the corporate brand?
- 27. Are you aware of the total costs associated with the opportunity of globalization?



**Be Prepared:
Development &
Mindset**

Questions:

28. Are you in a position to embrace change rather than be negatively impacted by it?
29. Do you have the support network that you can lean on to make you better at what you do?
30. Are you using language that your stakeholder understands?
31. Are you building your personal brand to thrive in the era of the "freelancer"?
32. Are you ready to think differently and challenge the status quo?
33. Is procurement purposeful and consistent enough about communications to build trust?
34. Are you focusing your time in the right areas?
35. Are you prepared to "risk revision" in order to achieve strategic relevance?
36. Do you have the passion required to be an IRONMAN procurement pro?
37. Are you fully leveraging all of your senses?



**Leading Edge &
the Future of
Procurement**

Questions:

- 38. What impact will automation have on the supply chains that support your business?
- 39. Are you investing the necessary time to understand the potential of artificial intelligence?
- 40. Do you use a one-size fits all sourcing process?
- 41. How do we 10X the value that procurement delivers?
- 42. Are YOU optimistic that procurement will rise to the challenge and become an integral partner?
- 43. Are you taking ownership and shaping the future of procurement?
- 44. Are you making an impact that matters?



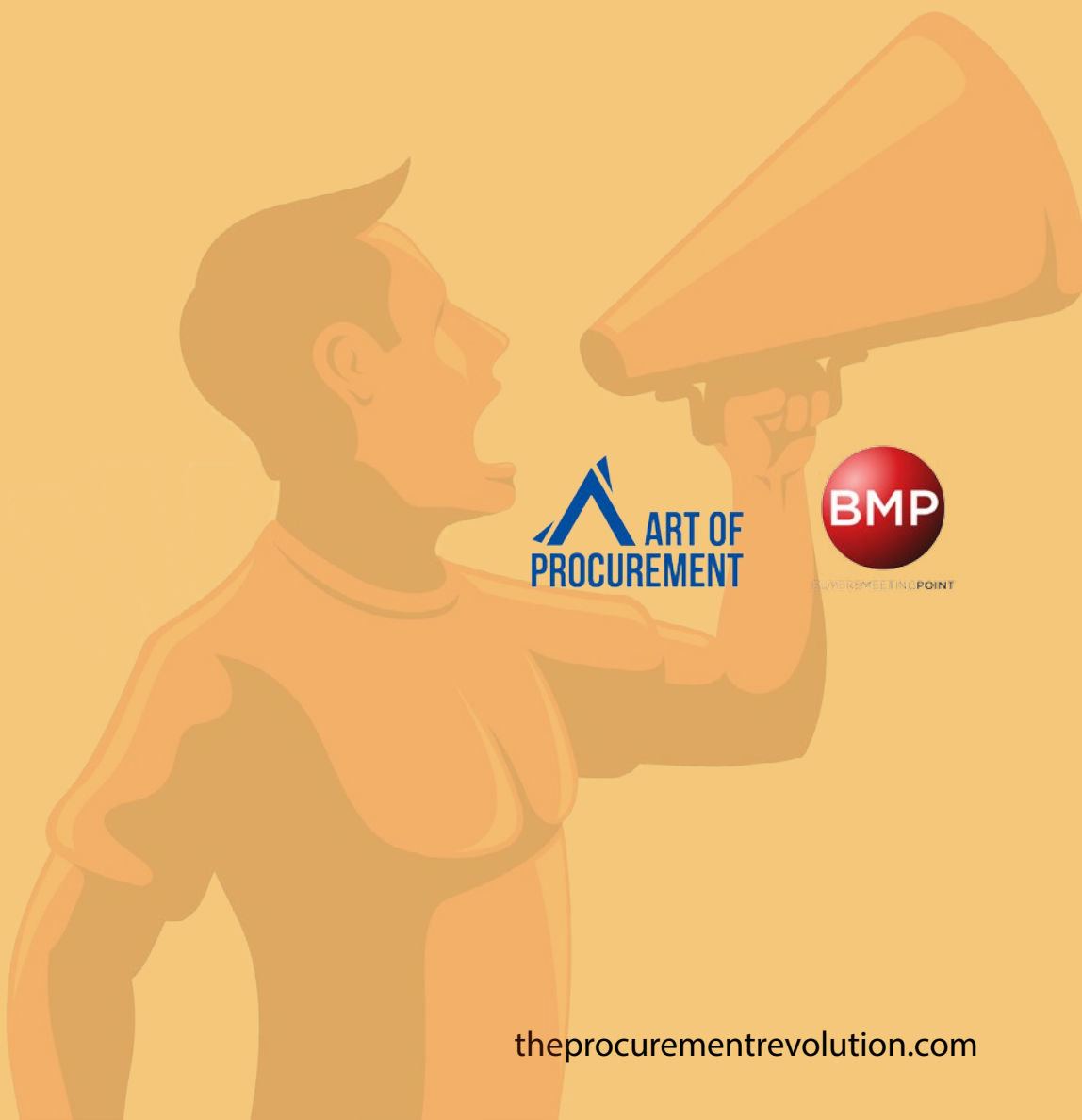
Execute Your Revolution!

Philip Ideson

Founder, Art of Procurement
pideson@procurechange.com

Kelly Barner

Editor, Buyers Meeting Point
kelly@buyersmeetingpoint.com



 ART OF
PROCUREMENT

 BMP
BUYERS MEETING POINT