

The Procurement Landscape Today

- Overly Focused on the Process
- Primacy of Control
- Unnecessary Redundancy
- Disinterest in Business Input

*A Slow and Laborious Method to
Achieve Poor Results*

A Vision for Tomorrow

- Simple Problem Statements
 - ▣ Encourage innovative solutions
- Continuous Open Communications
- Investment in What Works
- Active Listening
- Innovative Funding

A Streamlined Method to Achieve Business-Quality Results

Getting it Done

- People
 - Consultative
 - Critical Thinkers
 - Results Focused
 - Solutions Oriented
- Process
 - Build in Flexibility
 - Require Communications
 - Enforce Transparency