

5 Areas of Focus for Successful Procurement Optimization



TECHNOLOGY OPTIMIZATION

Whether it's leveraging an e-procurement catalog environment, electronic sourcing, contract management or total supply management – **automation is key.**

Effectively implementing these technologies will help you improve process efficiencies by eliminating paperwork, expediting contract fulfillment, and controlling compliance. This frees up valuable staff resources to spend time on more strategic tasks.

CUSTOMER ENGAGEMENT

You can't run a successful procurement department in a vacuum. **Engage your customers by getting out on campus and discussing their needs.**

Many schools have found success by creating a procurement advisory committee made up of representatives from various departments across campus. When you involve these folks in the process, it's much easier to gain their buy-in down the road.

VALUE GENERATION

Procurement is not just about saving the institution money—it's also about the efficiencies and quality improvements you're creating. Ask yourself: are you setting up the institution for success?

Today, procurement has the opportunity to generate real revenue for the organization through contract management.



TALENT MANAGEMENT

People are your most precious commodity.

As a leader, it's your responsibility to ensure your staff members are taking the necessary steps to advance within their profession, attaining the education and certifications to help them succeed and grow.

DATA ANALYTICS

Many institutions have a firm grasp on where their funding comes from, but you've also got to know where the money goes.

Having the tools to analyze product categories and knowing where your money is being spent from a supplier base is critical. **Spend Analytics provides the visibility to determine an appropriate strategy ... and the ROI can be significant.**



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