



Brian Farrington Limited Procurement and Supply Chain Specialists

January 2006 Newsletter

2006

We extend to all our clients partners, suppliers and readers of the monthly newsletter our best wishes for 2006. We sincerely hope that the year will meet all your aspirations whether they be family or business related.

A New Service

We completed a survey of your needs in the latter part of 2005. One of the conclusions reached is that senior people in our profession would welcome the opportunity to meet, informally, with one of our consultants. The objective would be to discuss issues of topical relevance to that senior person. The range of topics suggested was wide ranging and included operational, staffing, strategic and policy matters.

We are responding very positively to the need and will, on a trial basis, offer to Purchasing Directors and Purchasing Managers (or similar titles in our profession) the opportunity to spend ½ day with one of our consultants. This will be free of charge, providing the consultation is held in our offices at Rainford Hall. The arrangements would be with the individual concerned and the meeting would be held at a mutually convenient time and date.

The discussion and outcomes would not be covered by our Professional Indemnity Insurance. If this 'surgery' is of potential interest to you please contact Julie in the first instance and she will arrange for someone to contact you. At the time of calling it would be helpful if you would indicate the subject matter that you would like to discuss. We

would be very happy to sign a confidentiality agreement prior to the discussions.

David Wright

We are very pleased to welcome David Wright to our team of consultants. David will join our business later in January and will have specific responsibility to extend our business in the defence and aerospace fields, as well as undertaking other assignments. David has had a career with BAE Systems, Panavia and Ericsson Saab Avionics. During his career he was Deputy Commercial Director in the tri-national company that managed the Tornado aircraft programme in Munich. David will bring extensive international and specialist experience to our range of services.

The Cone of Silence

Our research has led us to the Miami-Dade County Code relating to aspects of procurement. We were impressed to see the imposition of a Cone of Silence in regard to RFPs and RFQs. It is imposed after advertisement and terminates at the time the County Manager issues a written recommendation to the Board of County Commissioners. It prohibits any communication (other than authorised aspects) between among others, potential proposers, lobbyists or consultants and the County's professional staff and any member of the respective selection Committee. If you are interested in reading the detail it can be found in the Miami-Dade County Administrative Order 3-27.

Skills Shortage

We predict that this will be high on the agenda for

2006. There are dramatic shortfalls in skills and knowledge within our profession. This is evident by the failure of large organisations to meet their needs from internal resources. We have heard of a major organisation spending over £50,000 on advertising fees seeking to fill 20+ positions. At the end of the process we understand that one position has been filled.

This raises many questions. How is our profession being trained and developed? The answer would seem to be – inadequately. There is an increasing requirement from Boards of Directors for serious changes in the way in which procurement operates. This manifests itself in a number of ways, including strategic developments, vendor relationship management and serious problem solving ability.

It is worth a lot of thought as to how your organisation invests in the future of its procurement people.

Major Contract Award

In our next newsletter we will announce the latest contract award to our business. It relates to the procurement of ICT and the award is the culmination of months of hard work by our team. Their efforts have been rewarded by the award of this prestigious contract.

More to follow.....

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This newsletter and past editions is available at:
www.brianfarrington.com.