



Brian Farrington Limited
Procurement and Business Solutions People
July 2005 Newsletter

Introduction

We are delighted to announce Brian Farrington Ltd has a number of initiatives to launch over the next two quarters of 2005. Five elements are highlighted in this months newsletter:

1. A la Carte solution
2. Autumn public courses
3. Hawksmere discounts for Brian Farrington Ltd newsletter subscribers
4. Launch of our PowerPoint service

1. A la Carte

We are very pleased with the positive response to our A la Carte offer. This solution is an innovative approach to engage clients with Brian Farrington Ltd whilst leveraging further value from the relationship.

You can access our A la Carte service and select the expertise you need from our comprehensive range of procurement services. Details available from Stephen Ashcroft and at our website.

2. Our Autumn Courses

We have pleasure in announcing that three one-day open courses will be run in the Autumn. The courses are available as in-house courses. The location will be the Mere Golf and Country Club at Knutsford, Cheshire. This offers excellence facilities and has been the venue for one of our recent Boardroom briefings. These courses are innovative and very topical.

Researching and Presenting a Procurement Plan.

We will provide a template that can be used to present

a procurement plan. Best practice demands that procurement plans be credible and be capable of withstanding challenges at all levels of the organisation. It is often the case that procurement specialists know what the plan is, but fail to document it thoroughly and do not always communicate it effectively. The course will be based on experiences from our consultancy work using the procurement of goods and services as the basis for the inputs.

The range of topics includes the business logic for the plan. This will relate to the strategic business plan for the organisation and business risk profiling. The need to identify and manage the special contractual features will provide procurement specialists with the necessary skills to work closely with the legal specialists within the business and, where necessary, external lawyers.

The need to support the procurement plan with effective supply market research to cope with the vagaries of supply will be examined in some detail. Linked to this subject will be the need for due diligence on potential supply sources. This will ring a bell with colleagues who are under increasing pressure to use off-shore suppliers.

Developing the procurement strategy, and evaluating long-term contracts will be scrutinised, as will preparing pricing models.

Full details of this and the other courses can be obtained from Julie (see details later).

Excellence in Outsourcing.

We are currently engaged in a number of outsourcing programmes for goods and services. The pace of outsourcing in the public and private sectors is a challenge for many buyers and other specialists. It will be their first time but not for the specialist supplier and contractor.

Defining the true nature of the outsourcing will be the start point and will be linked to the need for output specifications. The nature of Key Performance Indicators and Service Level Agreements will be explained.

The ability to understand, evaluate and negotiate the supplier's cost model will be high on the agenda for the course.

The more significant contractual safeguards such as, incentivisation, limits of liability,

step in rights, termination and exit plans, pension bonds and audit rights will be discussed

The whole issue of TUPE will be explored, including the involvement of Trade Unions in the outsourcing process.

Relationship management and contract management will be two areas that require careful examination. Many of the problems of outsourcing begin at contract award simply because of the lack of focus on these areas.

Many outsourcing contracts are for extended periods of time and must therefore be right from the outset.



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Excellence in Procurement.

This course is now established as cutting edge. Excellence is the aim of all procurement departments and the challenge remains to achieve and maintain the standard. But what standard?

The content will provide the basis for a critical analysis of the cutting edge tools and approaches that are required.

Previous participants have expressed the view that certain subjects raise discomfort. Examples have included the e-procurement solution. This will include e-tendering and reverse auctions. Obvious perhaps but what is needed to implement these solutions. We are currently working with one client who is conducting a supplier survey to research their readiness for this agenda. The initial results demonstrate that some suppliers do not have it on their radar screen.

Creating positive long-term relationships will be explored, including open book costing and gainshare/painshare criteria. By way of example we will cite another current debate with a client who wants the extremes of painshare but without the potential benefits of gainshare.

Julie is handling all the administration for these courses and she can be contracted by e-mail or telephone (see below for details).

We have evaluated some tenders for a client. It is an IT based contract. One

bidder asked the client to include a contingency because the supplier had not yet found the magic wand to complete their contracts on time and to budget! It fills you with confidence doesn't it.

3. Hawksmere

Hawksmere, who readers may recognise as one of the leaders in marketing commercial and legal training and development events has arranged a seminar on 20–21 September 2005 entitled IT Procurement (pdf attached). Presented in London, with Stephen Ashcroft as a co-presenter it is available to BFL newsletter readers with a special discount of 30%. Please contact us for details.

4. PowerPoint Solutions

Brian Farrington Ltd is now offering a service that will dramatically improve the impact and effectiveness of your PowerPoint presentations.

Our aim is to ensure your presentation communicates your message in a professional and effective way, enabling you to sell more of your products and services. Brian Farrington Ltd recognises and understands the importance of saving your organisation time and money. We will turn your presentations around allowing you to have flexibility and time to rehearse and refine your presentation.

We suggest the best way to consider the value of our services is to contact us to

receive our PowerPoint presentation!

Contact details, Julie Ellison on 01744 20698 or email her at j.ellison@brianfarrington.com

The newsletter will also be posted on our website.

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