



October 2007 Issue

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Sent to 2610 subscribers on the first Friday of every month.

Welcome to this month's new subscribers (and our loyal ones!) we have now changed our issue day to a Friday. [Why?](#)

Please forward *Think Procurement* to those in your network interested in:

'How to enhance management of third party expenditure and mitigate risk'

To leave the list or change an e-mail address, scroll to bottom.

Word count for this issue: 1974

Approximate time to read: Just over 4 minutes.

Latest Think Procurement Hot-Links

Get previous issues of [Think Procurement](#) on the web:

Brian Farrington Ltd Consultants are sharing experience and expertise at the following events

[The 7 Key Elements of Successful Outsourcing
CIPS Beds & Herts branch](#)

17 October 2007

[5 Steps to Effective Buying
The Manufacturing Institute Manchester](#)

25 October

For details click here

[Competitive Tendering
Hawksmere Seminar – London](#)

30-31 October

Think Procurement Subscriber benefit:

On behalf of Think Procurement e-Bulletin subscribers, Brian Farrington Ltd has negotiated a special **50% discount** with Hawksmere for all new bookings on this seminar. Quote promotional code SPK50 by email: [Hawksmere-Farrington](#) or call Hawksmere on 0845 120 9602.

1. NAO Seven Key Aspects of Procurement

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We undertook to comment on two more of the [NAO](#) seven key aspects of Procurement in their report HC 361-1 (2004).

The first three aspects were detailed in our August 2007 edition and aspects 4 and 5 in the September Edition. Aspect number 6 is addressed below. The NAO report was aimed at the public sector but the key aspects are applicable to the public and private sectors.

Aspect 6

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The penultimate key aspect is to 'make more progress in developing procurement expertise.' This is a wide ranging challenge and involves procurement and non-procurement staff. There must be a personal development plan for all procurement staff. One emotive topic is concerned with professional qualifications. Should all procurement staff be CIPS qualified? We have heard many seek to make the case that experience is the best tutor. It is rubbish. There is a body of knowledge attached to procurement and it must be acquired. The experience is vital as a career develops, the problem being that most organisations are not very good at transferring the learning to all members of the team. There is the other side of the coin. Those who did take the care to get qualified, how do they ensure they keep on top of professional developments. This need is not universally recognised. How does your staff access the available literature? There is no shortage of literature which is a welcome change from a few years ago. There is then the million dollar question about developing procurement expertise in the non-procurement community. We have extensive experience in working with specialist groups to enhance their commercial awareness. A good example is an international Board of Directors. We gave assistance to the development of the five year business plan, linking it to evaluating risks in the supply chain. Never make the assumption that Boards of Directors necessarily understand procurement! We have also, on many occasions, worked with IT departments to explain how procurement can contribute to their success, negotiating aspects such as IPR, source code access, step in rights, pricing, payment and many other commercial features. Expenditure on staff development when targeted is value for money.

We welcome sharing with you our initiatives in training and development for procurement and non-procurement staff. Whenever possible we link the activities to delivering real, demonstrable, business benefits to our clients. We have worked in many cultures and most public and private sector areas of business.

We have models of relationship management and of contract management that are available to our clients. We also have a suite of courses that are aimed at enhancing skills in these key areas. Request a copy of the [2007 Brian Farrington Ltd Cutting Edge Training Directory](#)

To arrange a brief meeting with one of our team to discuss any of the 7 aspects of procurement identified by NAO please contact [Stephen Ashcroft](#) or call 01744 20698.

2. Chartered Institute of Purchasing & Supply – Inside Careers

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CIPS have recently published their "Inside Careers Guide – Purchasing and Supply Chain Management 2007/2008" (the only career guide to focus on the profession).

"Every organisation, whatever it does, whatever products and services it offers, needs a purchasing and supply management function to enable it to operate, not only on a day-to-day basis but also to help drive the long-term success of the business." (Ken James CEO – CIPS)

Read Dr Farmington's article on [his personal career path](#) in the Guide.

For further information about Brian Farrington Ltd, our awards, our people and career opportunities please contact [Stephen Ashcroft](#) or call 01744 20698

3. Boardroom Briefing: Successful Commissioning of Shared Services

2 November 2007 @ Mere Golf & Country Club, Knutsford, Cheshire

We have pleasure in inviting you to nominate a Director or senior manager to join us at our next Boardroom Briefing at 10am on 2 November 2007 at the renowned [Mere Golf & Country Club](#).

The purpose of this complementary briefing is to explore the subject of strategic commissioning and procurement of shared services, specifically but not limited to, the Public Sector, through real case studies. It is restricted to twelve attendees of Chief Executives or similar seniority to facilitate effective discussion. The briefing will be chaired by Dr Brian Farrington and will include a keynote presentation from David, Kilduff, Head of the [Commercial Group at Walker Morris](#), one of the UK's leading commercial law firms.

Brian Farrington Ltd (BFL) has advised on a number of strategic procurements in Local Authorities including Burnley, Chorley, [Pendle](#), Preston, Sefton, Rushcliffe and Charnwood and a number of other sectors. Pendle achieved Beacon status for the procurement and negotiation of contracts, described by DCLG as 'an outstanding example of a public private partnership'.

BFL are currently advising a number of clients on shared services including a Local Authority using the Competitive Dialogue procedure.

David Kilduff at Walker Morris has proven expertise and experience in the strategic approach to the regulatory elements of public sector procurement including the Competitive Dialogue procedure. Walker Morris is currently advising on Shared Services for a number of Public Sector clients.

An open and informal dialogue will then follow the speakers' input. To facilitate networking, exchange of views and ideas, a boardroom lunch will be provided.

To nominate a Director or senior manager from your organisation then please contact [Stephen Ashcroft](#). We look forward to an informative and stimulating Boardroom Briefing on Friday 2 November 2007.

And Finally

Why Fridays? What is the most effective day of the week to send emails so that people actually read them? A while ago we set read receipts on the *Think Procurement* ebulletin and the results showed a marked trend for subscribers to open them on a Friday afternoon. Unless you know different?

Stephen Ashcroft
Business Consultant

PS Don't forget - if you have a friend or colleague who you think would like to hear from us, please forward their address. They'll get a polite invitation - which they can decline - and we never share our email list.

Helping procurement and related professionals manage third party expenditure and mitigate risk.

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Subscribers' contributions, comments, queries, questions and input to *Think Procurement* are all very welcome!

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[PAST ISSUES](#)

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