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**Think Procurement**  
**The Online Procurement Bulletin from Brian Farrington Ltd**

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**March 2008 Issue:**

1. **I Saw This and Thought of You!**
2. **The Future – Competencies Supported by Technology or Technology Replacing Competencies?**
3. **Consultancy Opportunities with Brian Farrington Ltd**

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Word count for this issue: 1,190 : Approximate time to read: Just over 3 minutes

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**This Month's Hot-Links**

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**Sources of Tendering Opportunity**

14 March, St Helens

<http://www.sthelenschamber.com/events/details.asp?event=756>

**Negotiation Can Be Fun!**

20 March, Central Buying Consortium Conference, London

[http://www.bipsolutions.com/events/cbc\\_2008/speakers.html](http://www.bipsolutions.com/events/cbc_2008/speakers.html)

**How To Tender**

3 April, St Helens

<http://www.sthelenschamber.com/events/details.asp?event=743>

**Managing Your Client for Better Results**

17 April, St Helens

<http://www.sthelenschamber.com/events/details.asp?event=737>

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## 1. I Saw This & Thought of You!

3 buyers go into a hotel.

The Receptionist said the price would be £30 in total.

Each buyer paid £10 and went to their rooms.

A while later the receptionist realised the price was incorrect. It should have been only £25.

She sent the concierge to the 3 buyers' rooms with a £5 note.

On the way the concierge couldn't figure out how to split £5 evenly between the 3 buyers, so he gave each buyer a £1 and kept the other £2 for himself.

The 3 buyers each paid £9, the concierge had kept £2, and therefore the total cost is £29!

What happened to the other £1?

Please contact Ray Gambell at [r.gambell@brianfarrington.com](mailto:r.gambell@brianfarrington.com) for advice and support with apparently simple and proven procurement processes that need finesse, detail and a logical mind.

## 2. The Future – Competencies Supported by Technology or Technology Replacing Competencies?

As we peruse *Supply Management* and other professional journals the number of adverts purporting to enhance the efficiency and effectiveness of procurement strikes us as an increasingly common theme. Much of this apparent great leap forward appears to be technology based. The future of procurement appears to lead to one man and a dog and a computer and all our cares will be blown away. The only reason for the dog and the man is for the man to feed the dog and for the dog to bite the man if he touches the computer!

What about knowledge, skills and behaviours?

What about the dynamic relationship between buyer and seller?

Specifically what about contract management – post contract award activity? The actions necessary to ensure that both parties meet their obligations and liabilities, value is delivered and the goods, services and works of the suppliers support the strategic aims of the buying organisation?

All the good work of a robust procurement process can lead to loss of service delivery and benefits (tangible and intangible) without effective contract management. You may consider that contractual knowledge, negotiation and influencing skills, proactive behaviour and a willingness to embrace accountability and innovation could benefit management of your organisation's expenditure.

Do the individuals responsible for your third party contracts have appropriate competencies?

Please share your experiences with *Think Procurement* subscribers by emailing [Stephen Ashcroft](mailto:Stephen.Ashcroft@thinkprocurement.com).

### **3. Consultancy Opportunities with Brian Farrington**

We have a need for experienced or aspiring consultants to join our company. These are excellent career opportunities with an excellent brand in the market. We have recently been awarded significant contracts of a long term nature. They will require expertise in the public and private sectors from those who have managerial experience in both manufacturing and service sectors. The work is demanding and not for the faint hearted! Those who have negotiated complex contracts, worked in teams and can tread a lonely furrow on occasions are of interest. We have two prime requirements. The first relates to training and development where we intend to grow our business. If you have experience in delivering a wide range of courses to the procurement and supply chain community we welcome hearing from you. The second area is that of problem solving consultancy. We are planning significant growth in this area. To succeed it will be necessary for you to have held senior positions in business and to have excellent communication skills. For both positions you will be given financial targets. The achievement of these targets will be rewarded with appropriate bonuses.

We welcome hearing from those falling into one of the following categories:

- those who are considering a career change and who believe consultancy will meet their career aspirations.
- those who are already in consultancy but who are frustrated by the lack of opportunity to progress to more senior positions.
- those who are interested in having an equity holding in the business.
- those who simply wish to be an Associate of our company and who would be retained on an ad-hoc basis.
- other consultants or SME's who would welcome teaming with our business to achieve critical mass.

You would need to be within a 30 mile radius of our offices in St Helens and be prepared to spend periods away from home, some of it overseas. OTE earnings are excellent and comparable with the larger consultancy houses.

In the first instance please write (not e-mail) to Dr Farrington – addressed Private & Confidential to our Rainford Hall address. It will be helpful to know how you will bring immediate added value to our business. If you have public sector experience we would welcome knowing the level of your security clearance (DV and SC of specific interest). No time wasters please.

Until next month,

**Stephen Ashcroft**

Brian Farrington Ltd

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

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PS Don't forget - if you have a friend or colleague who you think would like to hear from us, please sign them up at [www.brianfarrington.com](http://www.brianfarrington.com) They'll get a polite invitation - which they can decline - and we never share our email lists.

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