

Contract and Supplier Management

Practitioner Workshop

24 October 2017

Introduction and background to the day

What I hope you get out of today

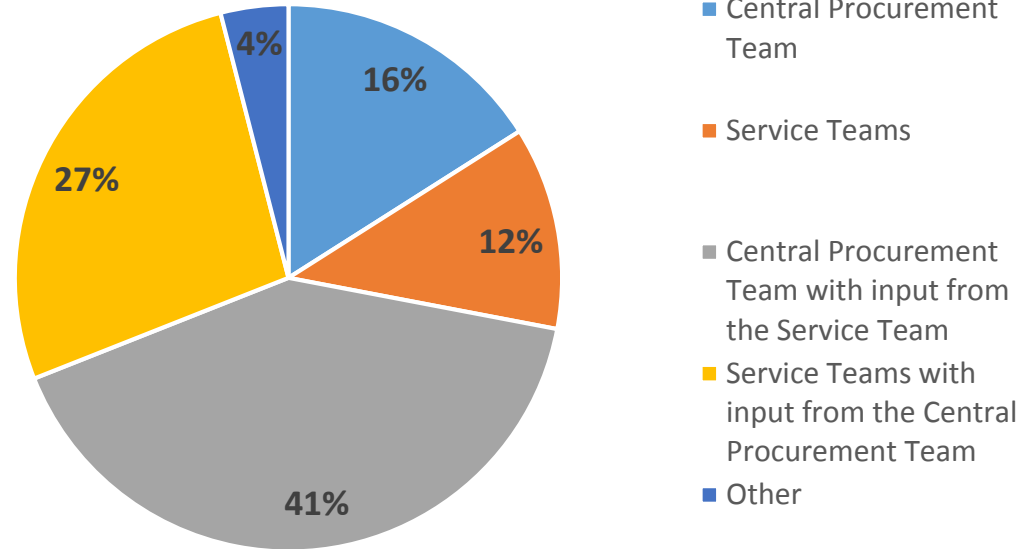
- Access to other Public Sector Procurement Professionals to discuss all matters CSM
- Hear from thought leaders on good CSM practices
- Practical tools and techniques for identifying CSM detractors and opportunities
- Support in creating a CSM organisational action plan
- The opportunity to share and benefit from dialogue with colleagues across the public sector

Background

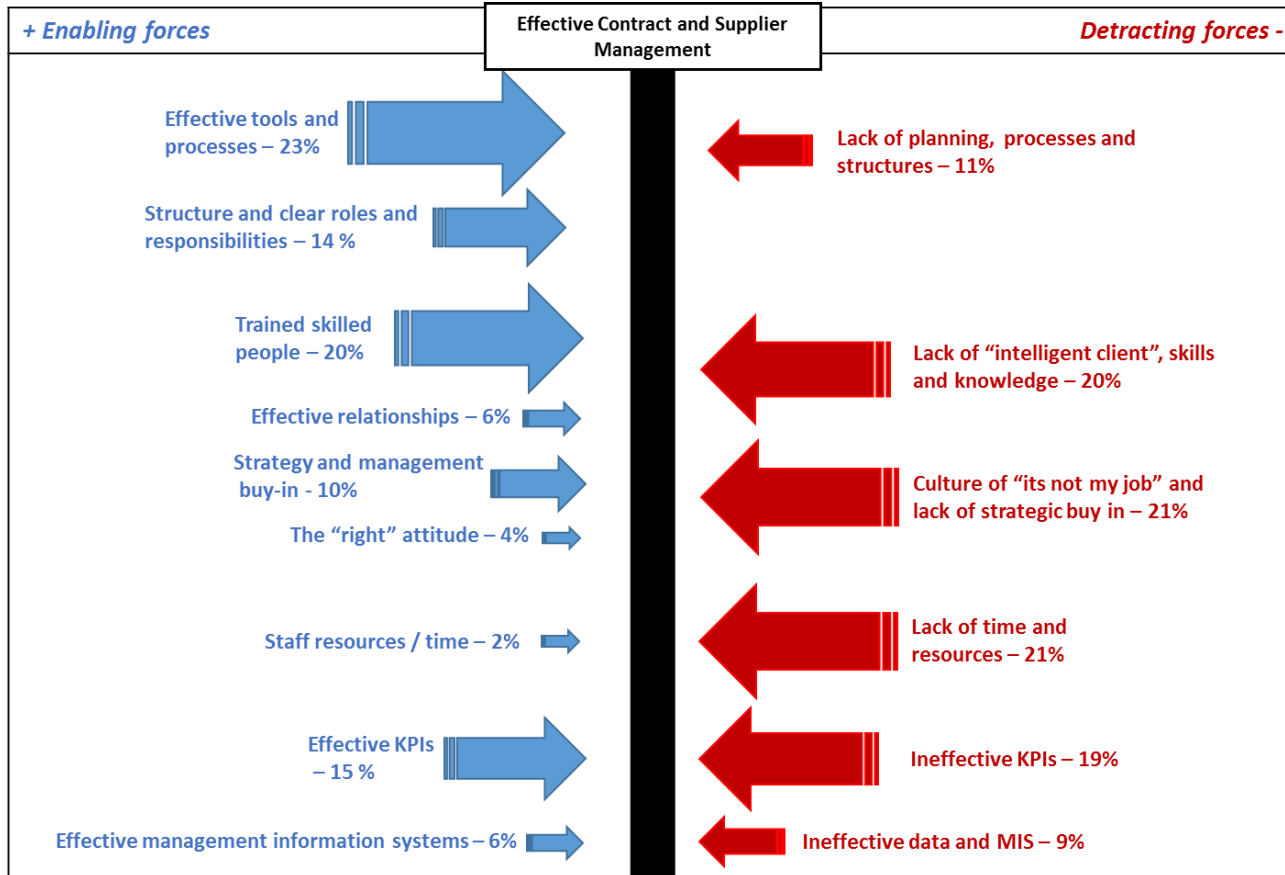
- Contract and supplier management was the key priority identified from the PCIP assessments across the public sector
- 16 August, joint workshop developed by the PPDSF sought to examine the reasons behind this and look at how these can be addressed
- This workshop seeks to take some of these findings forward

Context – CSM in organisations

Where does responsibility for contract and supplier management sit in your organisation?



Key findings on CSM – enablers and detractors



Enablers and detractors – another look



Key themes and priorities identified

Culture and client

Leadership

Two way communication and engagement

Defining clear roles, responsibilities and processes

Providing support

Capturing and sharing successes

Processes and KPIs

Developing effective KPIs

Putting in place effective processes and documentation

Engaging stakeholders and getting buy-in

Supporting people

Resources

Understanding the size and scope of CSM

Putting in place effective processes and documentation

Develop prioritise and processes

Gap analysis

Live voting

- Do these findings reflect the position of CSM in your organisation?
- Get your phones ready...
- www.menti.com

What did the group say last time?

What do you see as the most important benefits of contract and supplier management?



When contract management goes wrong



Exercise: When contract management goes wrong

- In your groups
- Read through the reports
- Discuss and capture on the flip chart:
 - What did they do wrong from a CSM point of view and why?
 - What did they do well?
 - What would you do?
- Feedback to the wider group

Glasgow City Council's improvement in strategic contract and supplier management



SCOTLAND
EXCEL 

Implementing and embedding contract and supplier management: Central Government and the Scottish Prison Service



Lunch



CSM systems

- Look at what CSM systems are used across the sector
- Get your smartphone
- Go to www.menti.com

Implementing PCS-T Contract & Supplier Management in East Ayrshire Council

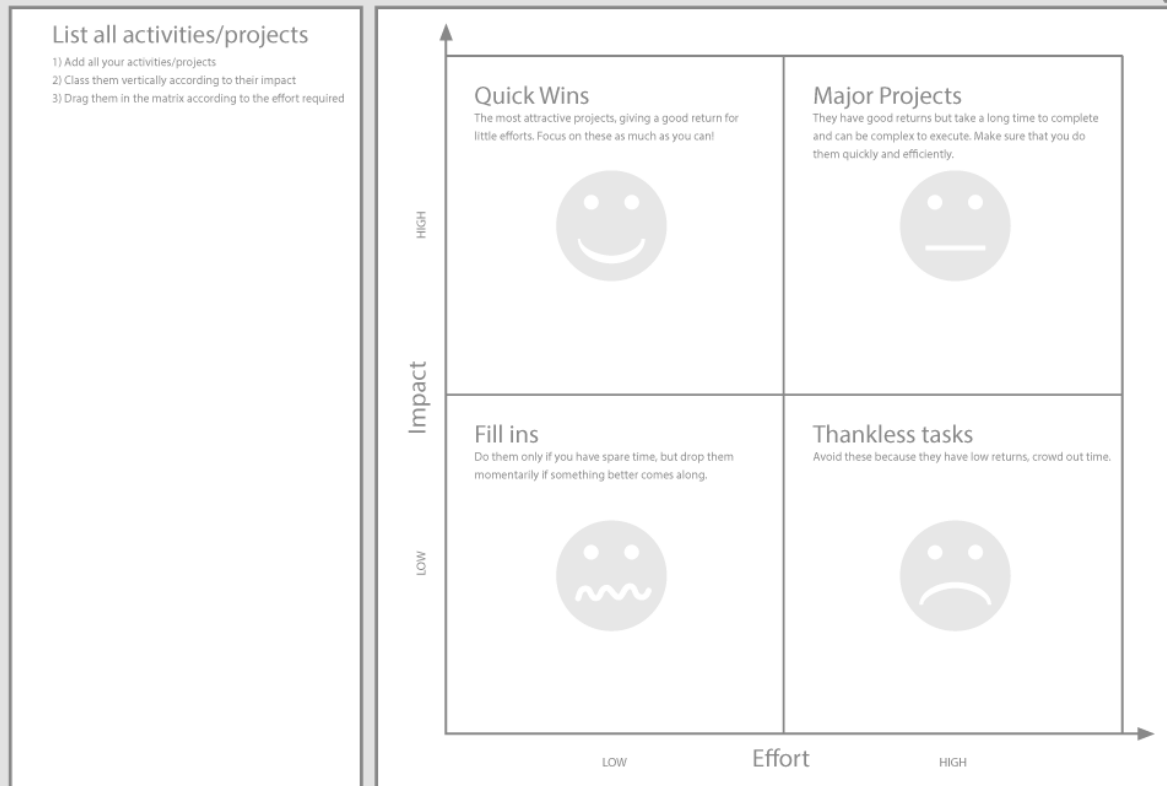


Lessons from managing national contracts



Workshop 2: Making a plan for the future

The Impact / Effort Matrix (also Action Priority Matrix)



Popularized by www.xplane.com (Dave Gray)

Adapted by: TUZZit (v1.0)

Work in groups or with colleagues from your organisation

Step 1: list all the activities and projects you could do to improve CSM

Step 2: Prioritise on the impact and effort matrix

Break

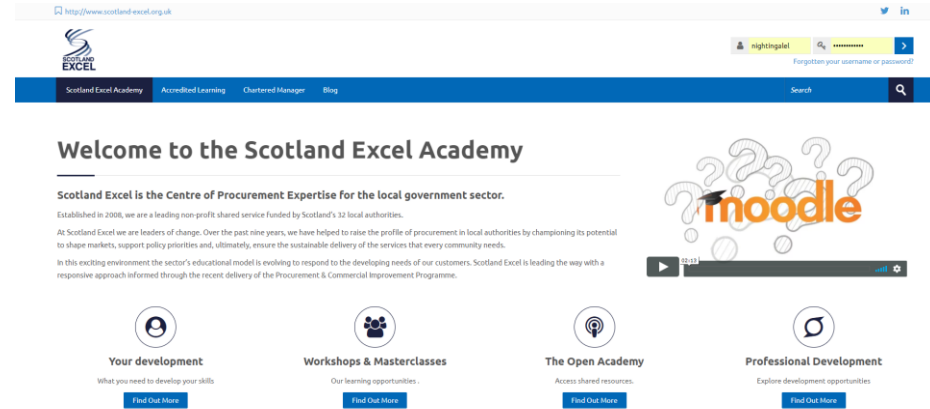


Panel Discussion

- What models of CSM work best in the public sector?
- How can some of the barriers and issues explored today be overcome?
- What should we do next to continue to improve CSM?

Feedback and SXL Academy

- Please complete your feedback sheets and return to Luke and Robert
- Slides will be available on SXL Academy <http://academy.scotland-excel.org.uk/>
- Further information, please contact:
 - Luke.Nightingale@scotland-excel.org.uk
 - Robert.Anderson@scotland-excel.org.uk



Thank you