



Building Your Procurement Plan

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Outline

- The Plan
 - Build and Execute
- Risk Management
 - Decision Journey
- Monitor and Measure
 - Key Metrics
- Annual Review
 - Lessons learned



The Plan :

- Build a Plan
 - Time bound (annual)
- Key milestones
 - Pressure points (internal)
- Execute the Plan
 - Targeted action

“Never leave till tomorrow that which you can do today ” – Benjamin Franklin



Risk Management :

- Key Drivers (price/volume)
 - Supply
 - Weather
 - Demand
 - Network – old school AI
- Time Wise
- Context
 - Expectations – high/low
 - Emotion



“Nine-tenths of wisdom consists of being wise in time ” – Theodore Roosevelt

Market Psychology – Emotional Endurance



Monitor and Measure :

- Make it a habit
 - Accountability
 - Consistent approach
- Frequency Target
- Adjust plan



“If everything is going well, you obviously have overlooked something ” – Murphys Law



The End