



## **Partners in Procurement - A solution for your procurement headaches.**

We are pleased to be able to offer ABMNS members a limited number of free spaces on our next Smart Procurement workshop.

**Date: Wednesday 4<sup>th</sup> December 2013**

**Time: 9.30am**

**Venue: Holiday Inn, Ipswich Road, Norwich, NR4 6EP**

### **Why Attend?- Workshop Overview..**

We want to make life easier for you.. A solution for your procurement headaches..

Customer research tells us that procurement can be a real burden for many Schools and Academies. You are increasingly free to source suppliers and contractors but has this freedom become a headache?

You now need to think more carefully about procurement for a whole range of products and services, In the case of Academies some of these might have been previously provided by your Local Authority..

The challenge to get a competitive price, choosing a qualified and vetted supplier, the risks of not tendering correctly, customer service and support.. and can you rely on the quality of the product or service you choose?

All of the above are real considerations that you have to make and that can eat up your valuable time and end up costing you more in the long run.

The objective of our customer procurement workshop is to make sure that we listen to and fully understand **your** objectives and concerns in relation to procurement, and in turn convert them into a long term procurement solution .. or put more simply a “procurement headache tablet”... a useful procurement toolkit that you can take away with you that will help you to source great value products and services easily, risk free, and without compromising quality.

## Agenda

- 9.30: Welcome & Introductions
- 9.45: Procurement- Pain or Pleasure?
- 10.20: Procurement- The Legal stuff (and some handy hints & tips!)
- 11.00: Coffee break
- 11.15: The difference between a supplier & a **partner**... The John Lewis factor
- 12.00 Recap & Review
- 12.30 Your procurement toolkit
- 13:00 Lunch

We hope you can already see the benefits of attending. To confirm your place please e-mail Peter Legind, ESPO Account Manager for Norfolk: [p.legind@espo.org](mailto:p.legind@espo.org) or [marketing@espo.org](mailto:marketing@espo.org)

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