

Procurement Services Strategic Plan 2015-2020

November 2014
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Head of Procurement

This strategy is to be read in conjunction with the Corporate Strategy, which it links into. Please contact the Head of Procurement for further information.

We want to be a recognised Centre of Excellence and a visible contributor to LSBU's success

Procurement at LSBU:

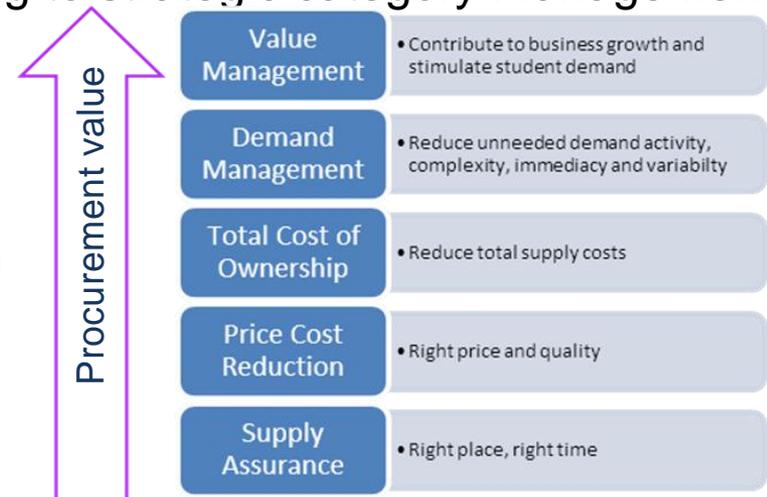
- Influence £50m opex a year + 2020 £110m capital investment plan
- Small team of strategic professionals with ability to mandate
- Award winning step change in 2012, moving to strategic category management.

Procurement as a Profession:

- Value Beyond Savings focus by CIPS (innovation, risk, CSR and service).
- CIPS value enabler model – cost reduction and business growth through supply competitive advantage.

Procurement in the Sector:

- 2011 UUK 'Efficiency and effectiveness in HE' report: Focus on Procurement's potential as a strategic asset. Improving capability, capacity and collaboration
- HEFCE new perspective on Value for Money and institutional effectiveness

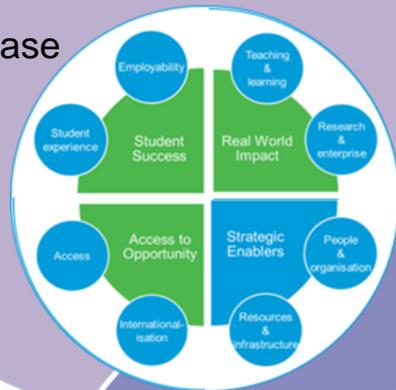


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Procurement Strategic Plan 2015-2020 Outcomes at a glance

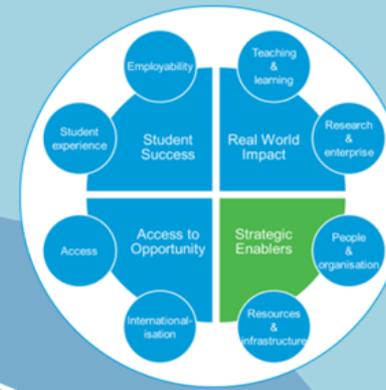
Embed Student Needs and Values

- Engage supply base in employability
- Outcome based activities
- Capture student opinions



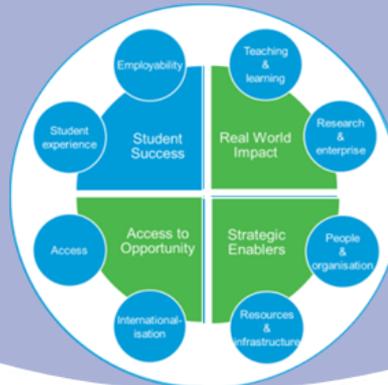
Empower Staff

- Increase scope of delegated activities
- Enhance data management solutions



Be Agile, Innovative, Efficient and Commercial

- Prioritise resources by outcome
- Develop Supplier Relationship Management
- Increase use of market intelligence
- Review level of value added



Outcome 1

- Embed student needs and values

Our major change plans 2015-2020

- Engage supply base in employability initiatives
- All aspects of Procurement cycle to be business outcome based
- Capture student opinions in relevant procurement activities

Our focus 2015-2020

- Stakeholders comprehensively mapped, to engage students where they're impacted
- Early engagement of Procurement professionals to shape outcome definitions
- Support corporate image and lower potential for reputational risk, through initiatives such as ethical and sustainable solutions
- Provide high level information on where student's fees are spent

Where we'll be by 2020

- 60% of targeted suppliers actively involved in employability initiatives
- 80% categories with outcomes embedded in their procurement cycle activities
- 80% initiatives with high student impact to have student input

Outcome 2

- Empower staff

Our major change plans 2015-2020

- Increase scope of delegated procurement activities
- Enhance communication and data management solutions

Our focus 2015-2020

- Make better use of those involved in procurement activities:
 - Help develop their capabilities
 - Widen their representation in stakeholder consultations
 - Introduce common Procurement objectives for inclusion in their reviews
- Align Procurement resourcing and structures with business needs
- Improve how data is shared to enhance decision making at all levels
- Widen consultation for continuously developing our service

Where we'll be by 2020

- 100% category strategies with empowerment initiatives implemented
- 100% categories with knowledge shared through user friendly communications and data system outputs

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Outcome 3

- Be agile, innovative, efficient and commercial

Our major change plans 2015-2020

- Prioritise resourcing plans by business outcome
- Develop supplier relationship management (SRM) to increase competitive advantage
- Increase market intelligence throughout cycle
- Review levels of value added in categories against CIPS value enabler model

Our focus 2015-2020

- Prioritise time with key suppliers
- Engage full supply chain to create ongoing innovative and efficient solutions
- Develop agile service model and contracts to respond quickly to changing needs
- Optimise resource time through technology, toolkits, templates, checklists
- Balance control with innovation
- Shape sector solutions and debates

Where we'll be by 2020

- 100% category strategies with SRM actively demonstrated
- 100% category strategies with market intelligence embedded
- Annual resourcing plan in place, justifying prioritisation decisions
- 100% categories meeting value enabler targets and tracking benefits including cost reduction and supply market competitive advantage **the brighter choice**