

Skills & Knowledge Programmes

Implementing Supplier Relationship Development in the Public Sector



**KEEP
CALM
AND
SAVE
MONEY**

This half day programme has been developed by two of the four authors of the new SOLACE backed SRD White Paper, '*Cashable Savings and Quality Improvements – How to make it happen*'. It builds on the information contained in the Toolkit which accompanies the White Paper to help local authorities establish well organised and influential SRD networks with shared suppliers/providers which can be turned into new cashable savings opportunities.

Aim - To provide a broad overview of the basic principles of supplier relationship development as they can be applied in the public sector.

- The programme will be delivered by one of two White Paper authors and toolkit contributors – Ken Cole or Alexandra Ranson
- Delivered on site for up to 12 people of your choice – you provide the location and refreshments, and print the materials - we transfer the knowledge and skills
- Fixed cost of £495 plus VAT per programme plus reasonable travel expenses at cost - these will be agreed in advance

Who should attend?

Directors and senior managers from service departments who require an understanding of the opportunities and main tasks involved in supplier relationship development and how they can lead to reducing costs and improving outcomes.

Procurement and finance managers who wish to understand the issues and challenges associated with using SRD and how to manage them in order to secure a successful outcome.

Benefits to Individuals Attending

The programme will help representatives:

- Gain an insight into the main SRD principles
- Discover how carrying out very focused commercial intelligence analysis can help determine priorities
- Learn about the main techniques used in an SRD programme
- Understand the importance of managing internal and external relationships and expectations
- Find out where the best opportunities for cost reductions are likely to be

Benefits to Employing Organisations

The programme will help local authorities:

- Increase capacity and enhance the skills and knowledge sets of their employees
- Discover new sources of cashable savings and service outcome improvements
- Understand the importance of working with other public sector organisations
- Respond positively to the opportunities set out in the new SOLACE SRD White Paper





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SPS

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Programme Outline

SRD is a relatively new concept in the public sector, but it has been practised successfully by commercial organisations, particularly retailers, for many years. There are different variants of SRD and hence there is 'no one size fits all'. This programme is designed to give people working in public sector organisations the basic skills and knowledge sets required to get the most from suppliers that trade with multiple organisations. It is primarily about removing unnecessary costs and improving outcomes in partnership with the chosen supplier / provider and with partner public sector organisations.

This programme will cover a lot of ground including:

- The key stages of SRD
- How to select the best candidates for an SRD project
- Learning about the importance of commercial intelligence and information arbitrage
- Creating the business case for an SRD programme
- Setting up a multi-stakeholder negotiation team
- Gaining buy in from suppliers and providers
- Creating the right governance structures
- Getting to grips with the Common Assessment Framework (CAF)
- Identifying work streams and organising benefits realisation
- Understanding where things can go wrong and taking early corrective action

The programme is interactive.

Presenter Details

Alexandra Ranson specialises in strategic supplier intelligence and analysis, and also has a strong interest in the application of digital tools and techniques to enable collaboration, efficiency and innovation.

Alex has spent much of the last five years helping to design and support Capital Ambition's ground breaking Supplier Relationship Development project to secure significant and lasting efficiency gains from London authorities collectively improving relationships with their major suppliers in common. Prior to that, Alex worked for HM Treasury's Office of Government Commerce, and as a financial analyst in a leading investment bank in the City. She holds an MBA from the University of Virginia, where she also wrote and published a number of business case studies on B2B marketing, and an MA from the University of Cambridge.



Ken Cole is the former Commercial and Procurement Advisor to Capital Ambition and former Director of the London Centre of Excellence.

Ken is a Fellow of the Chartered Institute of Purchasing and Supply (CIPS) and has worked at senior levels in procurement and project management for both the public and private sectors.

He has been involved in the inception of many high profile collaborative projects in London and other regions which have helped public sector organisations make significant cashable savings and expand commercial skills and knowledge.



Booking a Place

Booking is easy.

Either e-mail your enquiry to info@sps-consultancy.co.uk or telephone Alison McCreath on **01784 895040**.

The cost is fixed at **£495** plus VAT per programme plus reasonable travel expenses at cost - these will be agreed in advance.