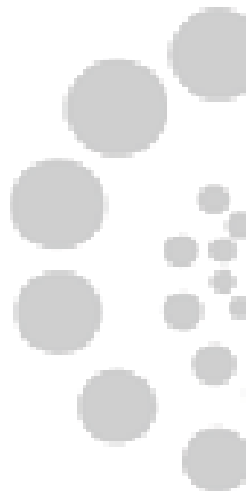




Corporate Purchasing Practice Inc

Interim Procurement Solutions

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Interim Procurement Solutions

Encouraging signs are beginning to emerge that the economy has stabilised and will likely return to growth in the latter half of 2009.

Many companies are looking towards an upturn in the economy in late 2009 and early 2010, but they are finding themselves in a battle for talent with other leading procurement organisations.

The good news is that economists are talking about a possible bottoming out and companies are growing in anticipation of an upturn in the economy and their potential business prospects. The bad news is that their talent pools may be depleted from layoffs and other cut backs. The resulting gap has procurement leaders looking for more effective options to structure their talent pool.

Procurement leaders have had a limited number of choices. They could ramp up their FTE's or hire a staffing agency to source interims. However, procurement leaders can now take advantage of a third option, a direct relationship with a trusted procurement specialist. Acting as an extension of their own procurement team and offering advantages that directly address current economic and talent management challenges.

These challenges include continued uncertainty about the economy, cost effective access to key talent, skills and competencies that companies will need to compete in the highly competitive, global marketplace. One thing that is clear is companies will have to remain competitive and maintain a cost-effective and capable talent pool despite the ebbs and flows of the marketplace.

“Procurement leaders can now take advantage of a third option – a direct relationship with a trusted procurement specialist”

Access to effective skilled procurement talent is vital to success in any procurement organisation.

Even in a slow economy, when business activity is down, organisations still need to be able to access talent to fulfill business critical projects.

Interim Procurement solutions provides an alternative to in-house FTE's. We can provide both short-term, tactical gains and long-term strategic benefits to help your organisation get through the difficult current market and be ahead of the curve as conditions begin to improve.

Reaping the Tactical Benefits

Companies looking for a short-term solution for FTE constraints but not necessarily a long-term contractual commitment can call upon our expertise to help solve their immediate needs to fulfill procurement projects.

In this highly competitive market, companies today are on a continuous search to find ways to improve their services and drive value to the organisation. Since people are a critical factor in driving procurement goals, access to the right people is quickly becoming one of the most pressing challenges for procurement leaders.



Interim Procurement Solutions

Strategic Gains

For many types of organisations, utilising interim consultants as part of their broader talent strategy can help put them in a stronger competitive position for when the economy turns around.

Other potential long-term benefits of an interim consultant in your ranks include their transferrable skills, scalability and variable cost structure. They can reinvigorate your staff by injecting enthusiasm, mentoring, developing successful relationships, and advising from experience. An interim consultant can therefore prove a cost effective option compared with traditional recruitment efforts.

Flexible Resourcing

Interim consultants offer some compelling short-term and long-term benefits for organizations of all sizes. They also represent the most important way of providing flexibility around key skills and are particularly relevant for managerial and senior roles.

To help ensure success, organizations should follow a few best practices. For one thing, the use of interim consultants should be a component of a well defined and well-planned talent strategy.

A well defined brief is critical, detailing the interims terms of reference. This should incorporate specific objectives, outputs, reporting requirements and any constraints that may exist. This helps both parties manage the relationship by providing initial direction as well as ongoing monitoring of services to make sure

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the desired results are being obtained. A top level interim can with a well-managed relationship, benefit an organization greatly and help them be out in front when the economy rebounds.

Why Purchasing Practice?

At Purchasing Practice we know procurement, we focus only on procurement – procurement is all we do.

Purchasing Practice is a specialist procurement consultancy and interim provider who’s work and thought leadership has been recognised globally:

- *CPO Agenda:*
“Staying Centre Stage” -UK
- *Supply & Demand Chain Executive:*
2009 Supply Chain Pro to Know – USA
- *Procurement Professional:*
“The New CPO’s First 100 Days” - Australia
- *Business in Vancouver:*
“Procurements Role in M&A” – Canada

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