



## Leadership

### David Henshall

David Henshall is a Fellow of The chartered Institute of Purchasing & Supply (CIPS) and has extensive experience in leading procurement change in large international companies. He is the founder and director of Purchasing Practice, a procurement services provider specialising in procurement.

### Marc Henshall

Marc Henshall graduated from Hertfordshire University with 1<sup>st</sup> class honours. Marc specialises in Procurement Talent.

### Lee Henshall

Lee Henshall graduated from Bedfordshire University with 1<sup>st</sup> class honours. Lee specialises in the use of on line media in Procurement.

### Pauline Henshall

Pauline Henshall is an experienced Financial Analyst and specialises in Finance in Procurement.

**F**ocused upon helping companies realise the considerable benefits to be gained from building capability in procurement and supply, the team provide unique insight into the modern world of procurement.

Purchasing Practice has written articles on procurement thought leadership issues which have been published notably in the CPO Agenda in the UK, Supply and Demand chain Executive in the USA, Procurement Professional in Australia and CHaINA in China.

David Henshall holds the Chartered Institute of Purchasing & Supply (CIPS) Diploma in the UK and is also certified by the Institute of Supply Management (ISM) in the USA and the Purchasing Management Association of Canada (PMAC) in Canada.

**C**ommissioned by Supply Management to write the “2010 CIPS Graduate Guide to Procurement” to encourage graduates into the procurement profession.

Professional experience includes senior procurement change roles at Deutsche Post DHL, Securicor, TUI and Rexam. David started Purchasing Practice in 2006 whilst providing consultancy to a major Canadian insurance organization, and has since captured the attention of the procurement profession through his thought leadership on issues such as linking procurement to business strategy, expanding procurements scope and influence, and procurements role in supporting growth. He has also developed a unique program for capturing innovation from procurement called “Innovation Centred Procurement (ICP)”.

Authored Works include:

- Managing Through a Downturn, S&DC Executive October, 2008, USA
- Creating value from an acquisition: Business in Vancouver, November 2008, Canada.
- The New CPO’s First 100 Days: Procurement Professional, June 2009, Australia
- Staying Centre Stage: CPO Agenda, August 2009, UK
- The Growth Game: Procurement Professional, October 2009, Australia
- Navigating Uncertainty: CHaINA, January 2010, China
- Leader or Laggard: Business in Vancouver, January 2010, Canada.
- Take Control of Cost: CPO Agenda, Winter 2010, UK
- Taming the IP Dragon: CHaINA, July 2010, China
- Chinanomics: CHaINA, September 2010, China

White Papers:

- Expanding Procurements Scope & Influence
- The Brave CPO: Leading on Innovation

