



Local Government Procurement Professionals Masterclass Webinar Series

Part 1. Mastering Procurement Strategy,
Planning and Performance

Presented by
Peter Morichovitis

Thursday 28 November 2024



A woman with grey hair and glasses, wearing a beige blazer over a patterned top, is seated and looking down at a document. A man with a beard, wearing a light blue shirt and a dark tie, is also seated, looking at the same document. They are in an office environment with a lamp and framed pictures in the background. A teal diagonal graphic element is on the left side of the image.

Who is Peak Services?

The Relationship between the Entities



Independent systems ensure compliance with regulations supported by annual QAO audit.

Ministerial approval sought for Peak Services to be appointed to a Local Buy Panel.

Both entities independently and wholly owned by the LGAQ.



Governed by an independent Board of Directors

- Consulting Services
 - Procurement Office
 - Probity and Assurance Office
 - Grant Office
 - Professional Advisory and Energy Services
 - Peak 247
 - Training RTO
 - Legal & Workforce
 - Recruitment
- Pre-qualified Arrangements
 - Procurement Technology & Data Analytics
 - Annual Conference + Summit Series

Our Services

		Recruitment Talent Acquisition 	Training eLearning Platform 	Consulting Procurement Office 
Consulting Energy Advisory 	Peak 247 24 Hour Call Centre 	Training Accredited Courses 	Workforce LGAQ IR Helpdesk 	Training Harness Safety 
Recruitment Permanent & Contractors 	Consulting Grant Program Office 	Workforce HR/IR Services 	Consulting Probity & Assurance 	Workforce HR Assist Platform HR
Training Elected Member Training 	Workforce Peak Services Legal 	Training Short Courses 	Recruitment Organisational Consultancy 	Consulting Professional Advisory 



Peak's Procurement Specialists

Supported by our broader Consulting and Advisory Team



Brian Jackson
Director Consulting
Services



Peter Morichovitis
Principal Advisor - Procurement
Office & Professional Advisory



Sonali Cordeiro
Senior Advisor - Procurement Office
Probity and Assurance Office



Joneil Palenzuela
Senior Advisor - Procurement
Office & Professional Advisory



Michael Byrne
Principal Advisor - Probity and
Assurance Office



John Lee
Principal Advisor - Procurement Office
and Probity and Assurance Office



Masterclass Webinar Series

2024

Thursday
November 28

1. Mastering Procurement Strategy,
Planning and Performance

Thursday
June 26

5. Mastering Sourcing

Thursday
February 13

2. Mastering Procurement
Governance

Thursday
September 18

6. Mastering Contract and
Supplier Relationship
Management

Wednesday
March 27

3. Mastering Probity

Thursday
August 14

7. Mastering Procure-to-
Pay

Thursday
May 8

4. Mastering the
Organisational Interface

Thursday
November 27

8. Mastering Procurement
Technology

Register here: wearepeak.com.au/events-1

The 6 Building Blocks for Enhancing Local Government Procurement





Masterclass Webinar Series



#1. Mastering Procurement Strategy, Planning and Performance

Topics for Masterclass #1

1. What is procurement value?
2. Why strategy?
3. So, what's the right Procurement Strategy for your council?
4. Translating procurement strategies into organisational action
5. Measuring your success



Procurement Value

1. EFFECTIVENESS

2. EFFICIENCY

3. CUSTOMER SERVICE

1. EFFECTIVENESS

Reducing the TCO of external spend using procurement techniques:

- category management, strategic sourcing, SRM
- TCO includes price, quality, innovation, HSEC, risk, sustainability, legal, reputation
- value for money, procurement savings, cost avoidance, capital spend reductions

Value Drivers

1. EFFECTIVENESS

2. EFFICIENCY

3. CUSTOMER SERVICE

Reducing costs from within the Procurement function and processes

- Procure-to-pay, source-to-contract
- Process reengineering, technology, automation

2. EFFICIENCY

FTEs released due to process efficiencies

Value Drivers

1. EFFECTIVENESS

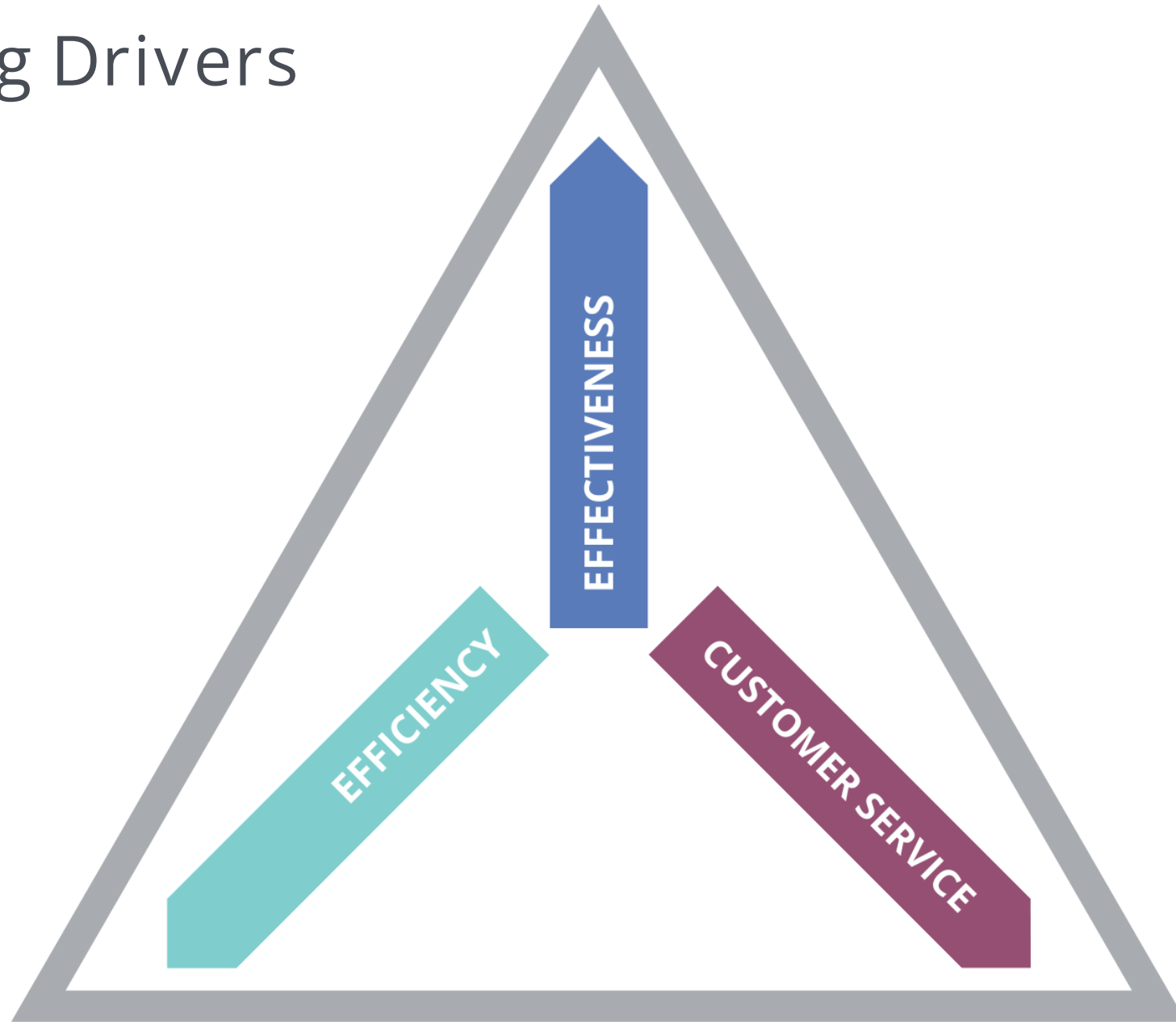
2. EFFICIENCY

3. CUSTOMER SERVICE

Providing best value materials and services to internal customers on time, to specification, above expectation and with social responsibility

3. CUSTOMER SERVICE

Competing Drivers

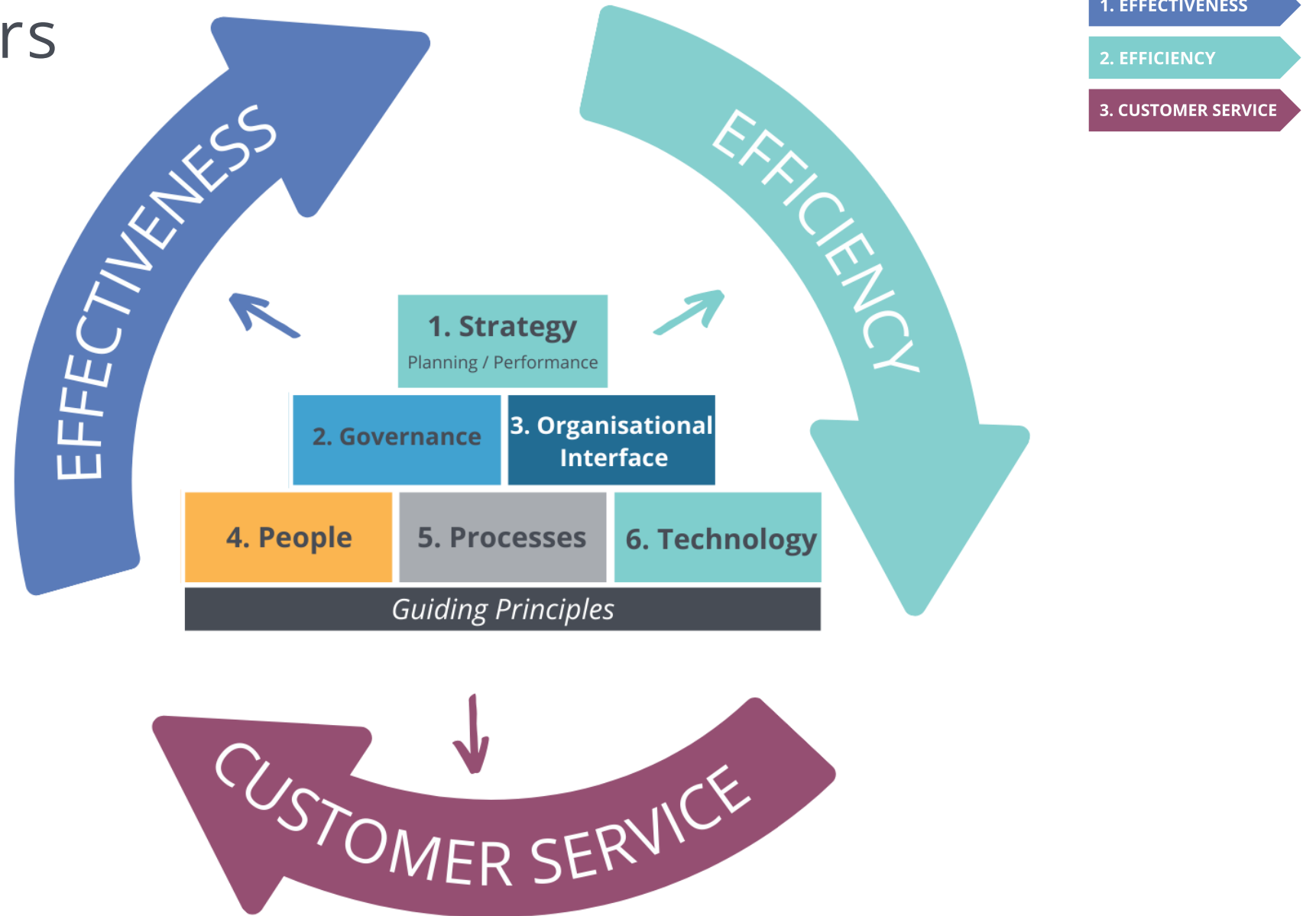


1. EFFECTIVENESS

2. EFFICIENCY

3. CUSTOMER SERVICE

Balanced Drivers



The 6 Building Blocks for Enhancing Local Government Procurement



Topics for Masterclass #1

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Why Strategy?

Strategy (strætədʒi): “a general plan or set of plans intended to achieve something, especially over a long period” (Collins Dictionary)

Live Poll:

Do you have a procurement Strategy for your council/agency/organisation?

YES

NO

UNSURE

“All men can see these tactics whereby I conquer, but what none can see is the strategy out of which victory is evolved.” Sun Tzu

Why Strategy?

Procurement Strategy: a plan of action designed to achieve action in:

- identifying, selecting and implementing the 'right' procurement structures, systems, skills, shared values, processes, programs, initiatives and objectives
- driving the other 5 building blocks for procurement capability



Queensland Procurement Strategy (QPS) 2023

QPS – outcomes and strategic objectives

QUEENSLAND

PROCUREMENT
STRATEGY 2023

OUTCOMES

STRATEGIC OBJECTIVES



JOB
Quality local jobs

Leverage procurement power to back local suppliers and stimulate jobs growth, skills development and manufacturing



ECONOMY
Thriving, resilient and decarbonised economy

Use procurement to drive sustainable economic growth, encourage innovation and increase supplier diversity

OUTCOMES

STRATEGIC OBJECTIVES



LEGACY
Responsible intergenerational value

Deliver today and invest in tomorrow through responsible public procurement choices

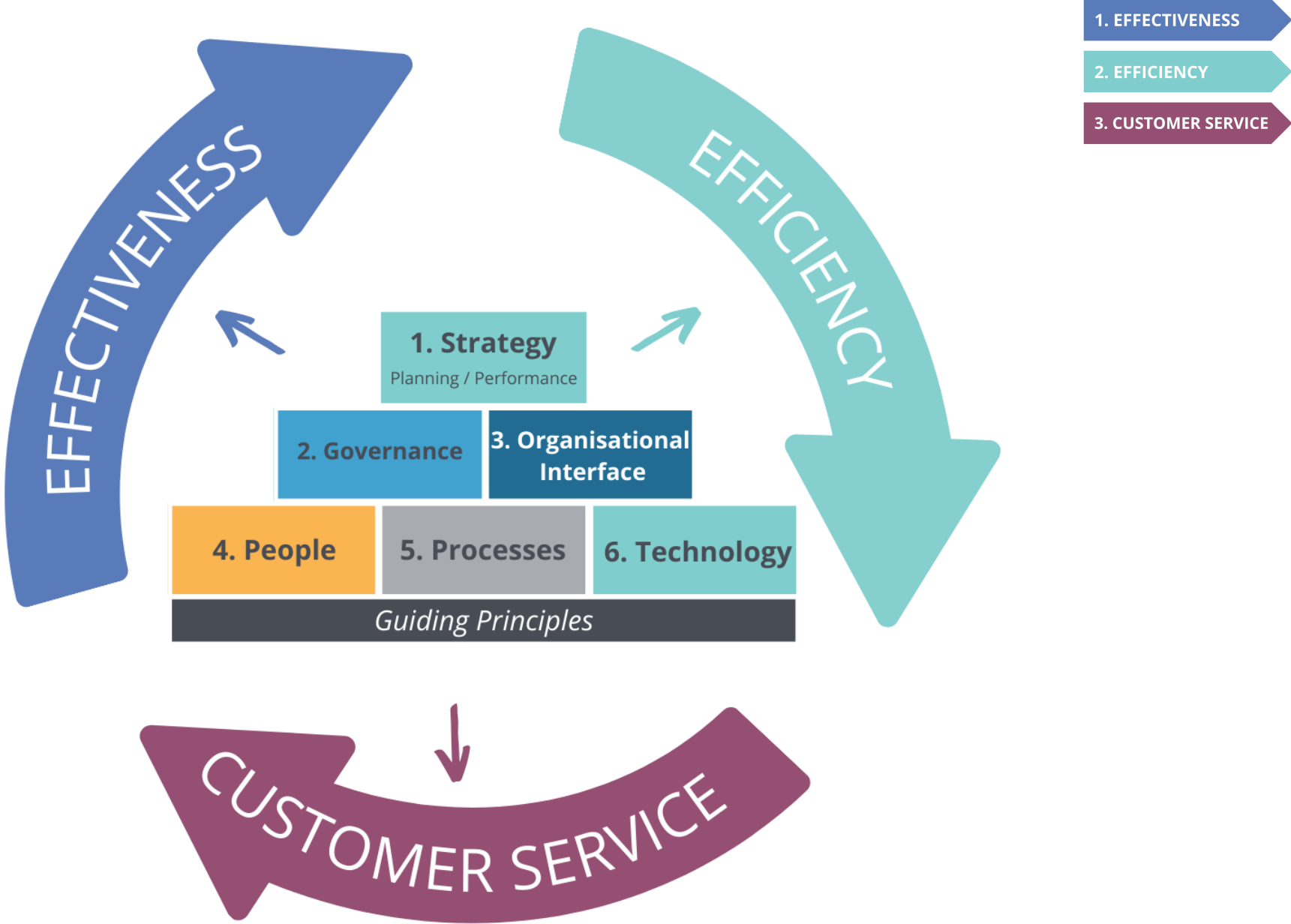


CONFIDENCE
Trust in procurement

Deliver excellent outcomes through leading procurement policy and practice



Procurement Strategy



Topics for Masterclass #1

1. What is procurement value?
2. Why strategy?
3. So what's the right Procurement Strategy for your council?
4. Translating procurement strategies into organisational action
5. Measuring your success



So, what's the right Procurement Strategy?

- No one-size-fits-all solution
- Dependent on strategic objectives, goals, values and procurement function maturity

Essential principles for any procurement strategy today

- ✓ *Risk and total cost* are balanced
- ✓ Individual end-user and overall council needs are balanced



- ✓ Effectiveness, efficiency, and customer service value:
 - ✓ enabled by strategies
 - ✓ are balanced

So, what's the right Procurement Strategy?

Essential principles for any procurement strategy today

- ✓ External influences - market, economic conditions, legislation changes, moral obligations are dealt with (e.g. security of supply, talent scarcity, renewable energy, COVID, social responsibility, sustainability)
- ✓ Procurement personnel - allocated to strategic and tactical roles with technology and automation used to eliminate transactional activities
- ✓ Simplicity
- ✓ Other 5 building blocks for procurement capability are built and continuously improved

"The essence of strategy is choosing what not to do." Michael Porter



So, what's the right Procurement Strategy?

Here's my Procurement Strategy laundry list...

1. Buy Local (CSR)
2. Social Procurement (CSR)
3. Innovative Procurement
4. Quality Assurance
5. WHS
6. Ethics and Probity
7. Category Management
8. Sustainable Procurement
9. SRM
10. Digitalisation



1. Buy Local (CSR) – Case Study




'Buy local' procurement policy

Key points of the 'buy local' policy

<\$200,000

For contracts worth the following amounts, quotes will only be issued and received from Gold Coast businesses or businesses with a branch office on the Gold Coast, in the first instance:

Works and services	
<\$3,000 (excl. GST)	1 written quote from a local supplier
>\$3,000, but <\$15,000 (excl. GST)	2 written quotes from a local supplier
>\$15,000, but <\$200,000 (excl. GST)	3 written quotes from a local supplier
Goods, ICT	
<\$3,000 (excl. GST)	1 verbal or written quote from a local supplier
>\$3,000, but <\$15,000 (excl. GST)	2 verbal or written quotes from a local supplier
>\$15,000, but <\$200,000 (excl. GST)	3 written quotes from a local supplier

If Gold Coast businesses or businesses with a branch office on the Gold Coast cannot supply, are deemed not capable of meeting Council's requirements as part of the quotation evaluation process, or are deemed as not providing value for money as determined by the specific quotation process, then the quotation process can consequently include suppliers from outside of the Gold Coast area.

Register your business today (it's free!) cityofgoldcoast.com.au/businesses

For more information on supplying Council, please visit cityofgoldcoast.com.au/suppliers

We are open for business

My Council proudly supports both local businesses and employees who decide to move their operations into the city.

That is why Council has introduced its new 'buy local' procurement policy, which gives Gold Coast businesses a leg up, not a hand out, providing ongoing benefits to families by keeping jobs and profits on the Gold Coast and the local economy prosperous and competitive.

Council also wants to encourage interstate and international businesses to expand or relocate their branches and headquarters to the city.



TOM TATE
MAYOR

CITY OF GOLDCOAST.

>\$200,000 and <\$1,000,000

For contracts with an annual value between \$200,000 and \$1,000,000, the following is the tender evaluation process:

Gate 1	Mandatory criteria must be met Examples of mandatory criteria may include: legislative, work health and safety, environment
Gate 2	Scoring criteria are considered NOTE: Local business and industry is a 'mandatory' scoring criterion with a 15% allocation of weighting based on locality and a 2% weighting related to the Gold Coast Business Excellence Awards (see explanation table below)
Gate 3	Value for money is considered NOTE: If the best value pricing submission(s) is from a local business, then this supplier(s) is chosen. If the best value pricing submission(s) is not from a local business, but there is a local business with a pricing submission within 15% of the best value pricing submission, then the local business' submission will be chosen.

>\$1,000,000

For contracts with an annual value greater than \$1,000,000, the following is the tender evaluation process:

Gate 1	Mandatory criteria must be met Examples of mandatory criteria may include: legislative, work, health and safety, environment
Gate 2	Scoring criteria are considered NOTE: Local business and industry is a 'mandatory' scoring criterion with a 15% allocation of weighting based on locality and a 2% weighting related to the Gold Coast Business Excellence Awards (see explanation table below)
Gate 3	Value for money is considered NOTE: The best value pricing submission(s) is chosen.

Explanation of weighting points for local business and industry

Weighted point	Description (based on AEN or other relevant checks to validate supplier's head office and branch locations)
16	Gold Coast business (a business that has its head office on the Gold Coast)
12	Branch office on the Gold Coast directly employing a minimum of 10 FTEs (a branch office must constitute a physical address, not a post office box)
9	Branch office on the Gold Coast established for a minimum of 6 months directly employing less than 10 FTEs (a branch office must constitute a physical address, not a post office box)
4	Logan City, Redland City, Scone, Arm or Tweed Shire business (determined by the head office location of the business)
2	Queensland business (determined by the head office location of the business)
1	Interstate business (determined by the head office location of the business)
0	Overseas business (determined by the head office location of the business)

2% of tender evaluation criteria will be based on the Gold Coast Business Excellence Awards and scoring allocated as follows:

Score out of 2	Description
2	A winner of the Gold Coast Business Excellence Awards within the past four calendar years
1	A finalist of the Gold Coast Business Excellence Awards within the past four calendar years
0	All other businesses

Note that the information provided in this document is a summary of the Council of the City of Gold Coast's Procurement Policy and Standards and should be used as a guide and FAQ only. The full Procurement Policy and Standards document can be accessed and read at cityofgoldcoast.com.au/documents/28/Procurement_Policy_and_Standards.pdf

CITY OF GOLDCOAST.

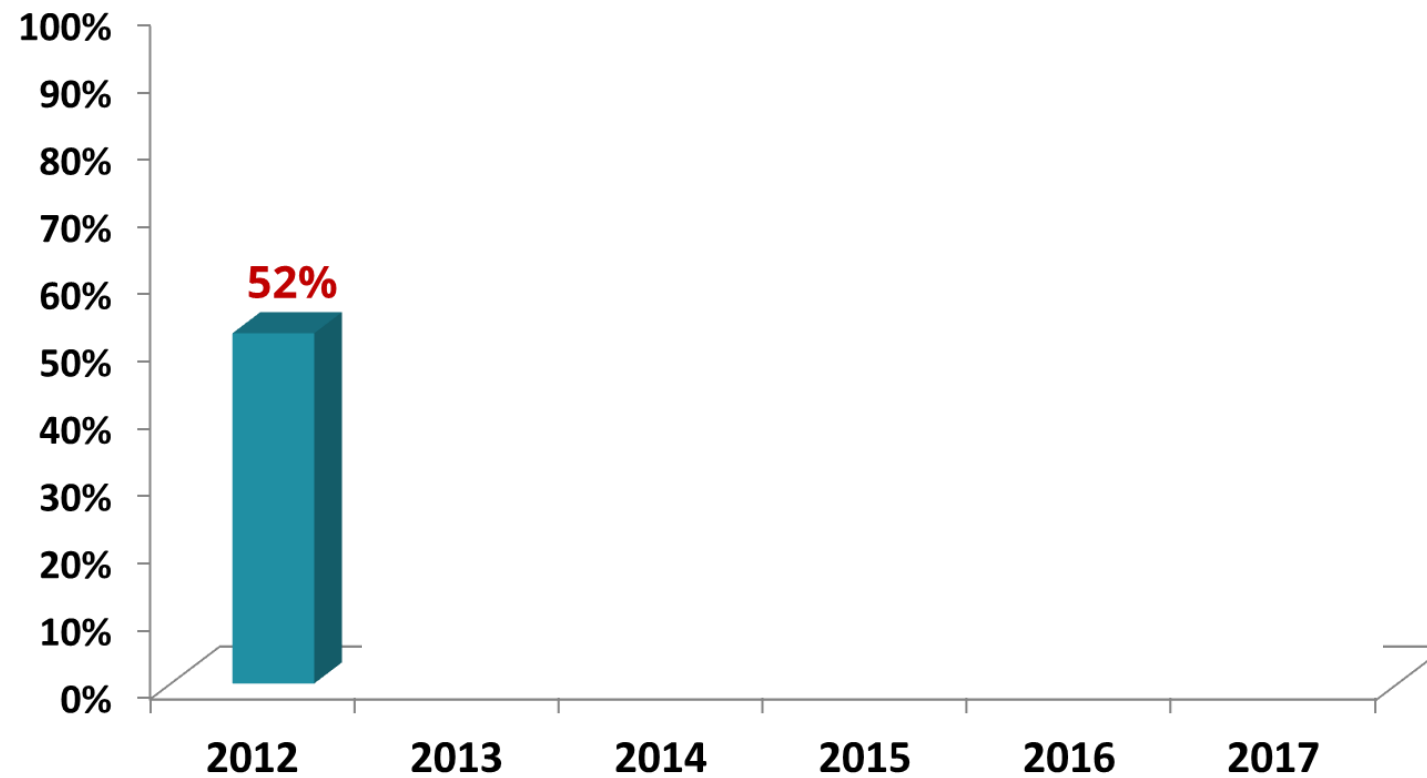


1. Buy Local (CSR) – Case Study



Local Spend

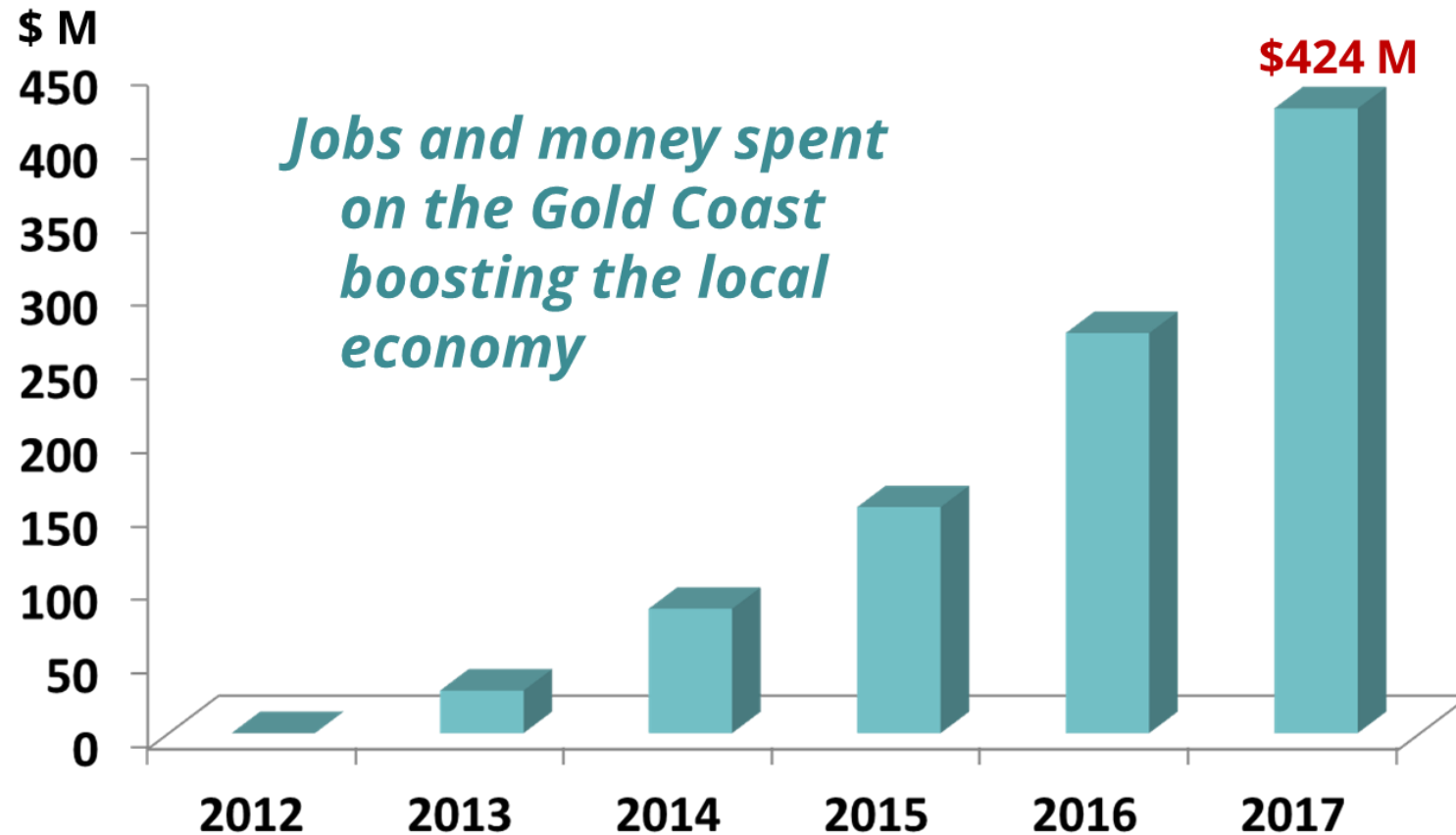
Percentage of total procurement spend with local suppliers



1. Buy Local (CSR) – Case Study



Additional procurement spend with local suppliers



1. Buy Local (CSR) – Case Study

Gold Coast Bulletin



GOLD Coast City Council pumped an extra \$136 million in contracts to local businesses last financial year.

Council

\$136 million boost to Gold Coast businesses through dozens of contracts from council

Lea Emery, Gold Coast Bulletin
August 18, 2017 12:00am

GOLD Coast City Council pumped an extra \$136 million in contracts to local businesses last financial year.

Of the total \$600 million in council contracts issued, \$480 million went to Gold Coast firms. In the 2015-16 financial, local companies received \$334 million.

In five years, the number of Gold Coast businesses awarded council contracts has gone from 52 per cent to 80 per cent.

Council shops local

Surge in value of contracts going to Coast businesses

LEA EMERY
lea.emery@news.com.au

GOLD Coast City Council pumped an extra \$136 million in contracts to local businesses last financial year.

Of the total \$600 million in council contracts issued, \$480 million went to Gold Coast firms. In the 2015-16 financial year, local companies received \$334 million.

In five years, the number of Gold Coast businesses awarded council contracts has gone from 52 per cent to 80 per cent.

Nearly 450 of the 560 contracts issued in 2016-17 went to local firms.

"The city is one of the largest employers and one of the biggest budgets so it only makes sense to put our focus locally," the council's Governance and Administration Committee chairman William Owen-Jones said.

"If you spend money locally you are looking at getting more people employed."

The 80 per cent threshold target was raised late last year when the council reached 75 per cent of contracts.

Part of the push is the council's policy which gives local businesses a 15 per cent price advantage on projects less than \$1 million. The price advantage is capped at \$300,000 but only \$31,888 was used in the last financial year.

The full council will vote on Tuesday whether to drop the cap to \$250,000.

Cr Owen-Jones said there were reasons the city would

not be able to reach 100 per cent of all contracts to Gold Coast businesses.

"It can be many reasons (a contract) does not go to a local business," he said.

"It might be there just isn't a suitable company, the expertise might not be here or it might simply be price."

Cr Owen-Jones said as well as a focus on local business, the council had saved \$23.3 million by centralising the city's procurement processes.

The savings are up from about \$12.4 million in the 2012-13 financial year.

Gold Coast North Chamber of Commerce president Gary Mays said the chambers had heard businesses were benefiting from the policy.

"For the most part it has been working," he said.

He said the policy had not been popular outside of the city. "I've had interstate companies call me furious because they have missed out on a contract," he said.

CASH OUT

- \$136 million more awarded to local businesses.
- 80 per cent of contracts to local businesses as at June 2017.
- 52 per cent of contracts to

Media



SOCIALTRADERS

A force for Social Enterprise



Gold Coast City Council is first to offer tender opportunities directly to social enterprises

Submitted by socialtraders on Mon, 10/09/2012 - 14:11
in Australia

COUNCIL'S SOCIAL PROCUREMENT PROGRAM WAS DESIGNED TO BENEFIT ORGANISATIONS AND BUSINESSES THAT HAD A SOCIAL RATHER THAN COMMERCIAL OR BUSINESS PURPOSE.

Tweets



ECO-Buy @ECOBuy01

'@Gold_Coast_City Council leads the way in social benefit procurement according to @SocialTradersAU via @ProBonoNews

bit.ly/QHNBAR

Retweeted by Gold Coast City

Collapse Reply Retweet Favorite

CITY OF
GOLD COAST (2017)



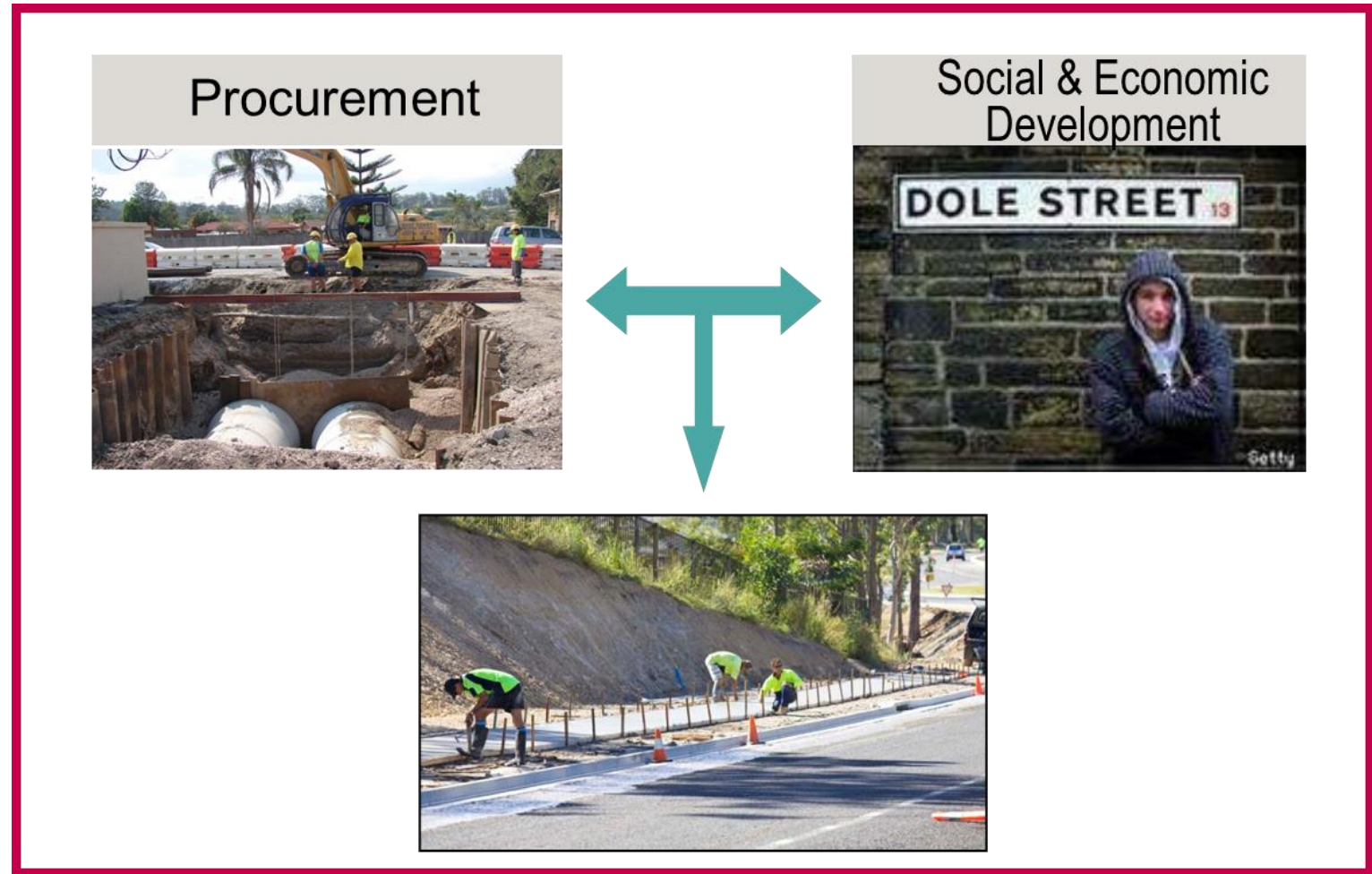
2. Social Procurement (CSR)



Social Procurement as a concept...

Social Procurement

A strategic approach to meeting social objectives through procurement and in particular facilitating employment opportunities



2. Social Procurement (CSR)



Every Category is an opportunity for Social Procurement...

- ✓ Waste recycling
- ✓ Cleaning
- ✓ Parks, grounds, cemeteries outdoor maintenance
- ✓ Dismantling e-waste
- ✓ Laundry services (e.g. linen for Tourist Parks)
- ✓ Café management at parks/community centres
- ✓ Graffiti removal
- ✓ Water Meter reading

3. Innovative Procurement

Be the conduit for innovation

- ✓ Innovation is fundamental to enhancing value for money outcomes
- ✓ Innovative solutions can be developed in the market long before they are identified and can provide a unique and/or innovative solution to a problem, address an opportunity, or enhance the services a council provides to its rate payers
- ✓ Work with suppliers to expand opportunities and identify suitable procurement spend categories for innovative procurement initiatives



4. Quality Assurance

- ✓ Quality assurance (QA) is a method whereby a council can increase its confidence that procured goods and/or services will be of consistent quality
- ✓ satisfy your requirements for goods and services from suppliers with quality systems and certification in place
- ✓ *Remember the link to cyber security*



5. Work Health and Safety

- ✓ All foreseeable health and safety risks associated with a potential procurement contract are identified
- ✓ Specifications comply with the relevant legislation
- ✓ Evaluation criteria request sufficient WHS systems to ensure that risks are minimised and/or eliminated
- ✓ Operational obligations with regards to WHS contract performance monitoring and management are actioned under the contract



6. Ethics and Probity



Masterclass Webinar Series

#3

Wednesday
March 27

Mastering
Probity

**Ethical conduct
that exceeds the
legal
requirements**

CCC

7. Category Management



Masterclass Webinar Series

#4

Thursday
May 8

Mastering the Organisational Interface

Construction

- Buildings Construction
- Venues Construction
- Bridges Construction
- Road/Transport Assets Construction
- Beaches & Waterway Assets Construction
- Parks & Recreation Assets Construction
- Water, Sewerage & Waste Assets Construction
- Stormwater Assets Construction

Operational Works

- Pavement Services
- Traffic Services
- Beaches & Waterway Services & Maintenance
- City Services
- Domestic Waste Services
- Waste Management Services
- Recycling Services
- Water, Sewerage & Waste System/Network Maintenance
- Stormwater System Maintenance

Operational Services

- Parks & Landscape Products
- Park & Open Spaces Services
- Park & Recreation Assets
- Building Services & Maintenance
- Fleet and Plant
- Petroleum Products/ Chemicals Supply
- Consumables Supply

Professional Services

- ICT
- Digital
- Facilities Management
- Electricity
- Office Services
- Professional Services/ Consultancies
- Contingent Labour
- Communications & Marketing Services
- Community Venues Management
- Library Products
- Animal Management



8. Sustainable Procurement

Masterclass Webinar Series

#5

Thursday
June 26

Mastering
Sourcing



9. Supplier Relationship Management (SRM)

Masterclass Webinar Series

#6

Thursday
August 14

Mastering Contract and
Supplier Relationship
Management



10. Digitalisation

Masterclass Webinar Series

#7

**Thursday
September 18**

Mastering
Procure-to-Pay

#8

**Thursday
November 27**

Mastering
Procurement
Technology



Procurement Strategy

Here's my Procurement Strategy laundry list...

1. Buy Local (CSR)
2. Social Procurement (CSR)
3. Innovative Procurement
4. Quality Assurance
5. WHS
6. *Ethics and Probity*
7. *Category Management*
8. *Sustainable Procurement*
9. *SRM*
10. *Digitalisation*

Topics for Masterclass #1

1. What is procurement value?
2. Why strategy?
3. So, what's the right Procurement Strategy for your council?
4. Translating procurement strategies into organisational action
5. Measuring your success



Translating Procurement Strategies into Organisational Action

What translates procurement strategies into organisational action?
= a Business Plan



- ✓ Annual business planning process
- ✓ **Business plan** - communicates the procurement strategies, activities, actions and goals
- ✓ **Business plan** - focus for all procurement activity

Translating Procurement Strategies into Organisational Action

Quick Poll:

Do you have a Procurement *Business Plan* for your council/agency/organisation?

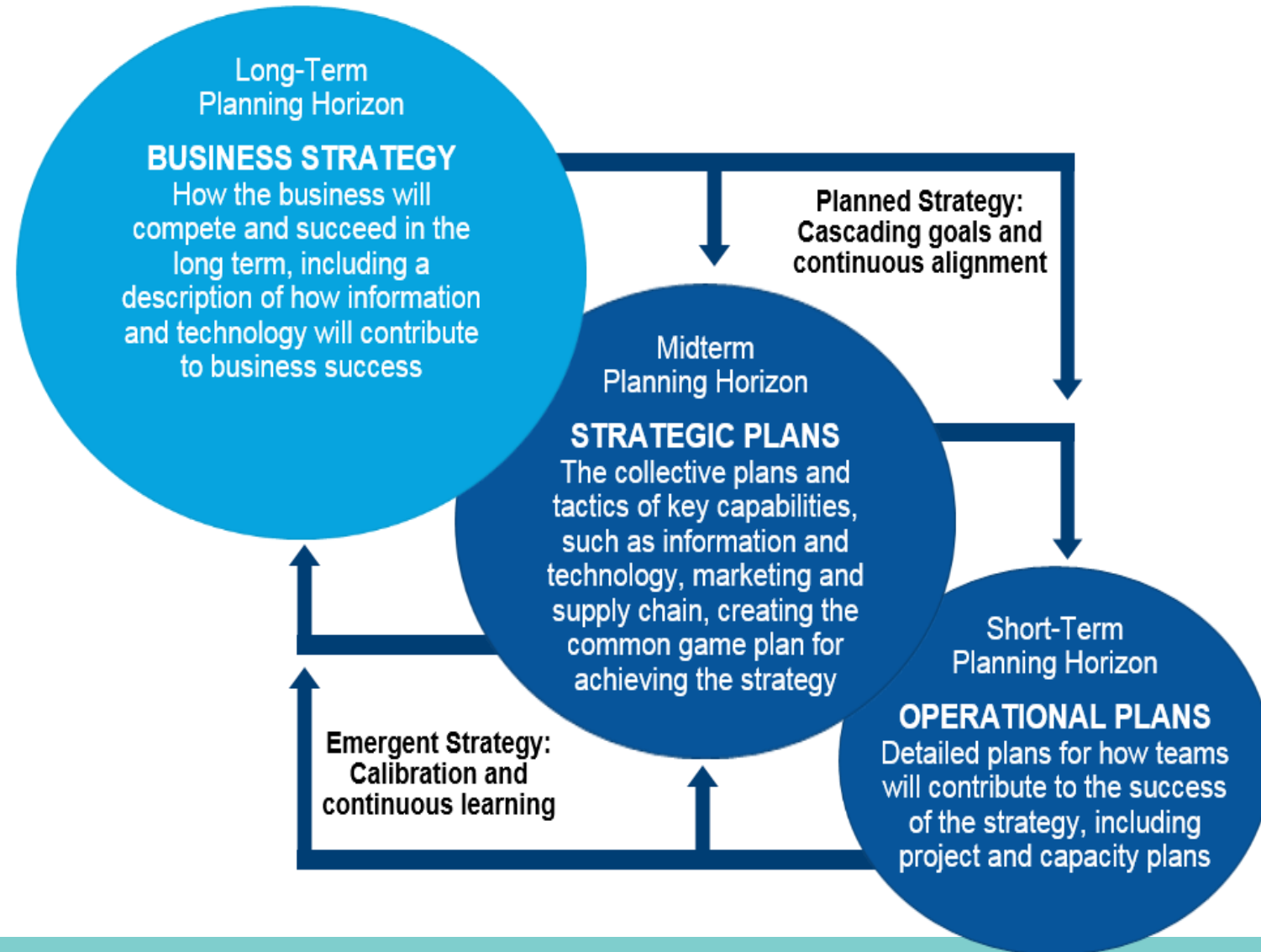
YES

NO

UNSURE

Translating Procurement Strategies into Organisational Action

Planning Process



Translating Procurement Strategies into Organisational Action Planning Process

What are the business priorities?

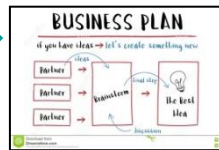
Business Inputs

My Council

Corporate Plan

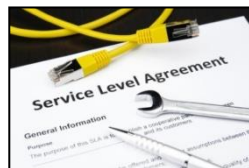


Directorate Business Plan



Customers

SLAs



Risks



Audit



Innovation & Leading Practice



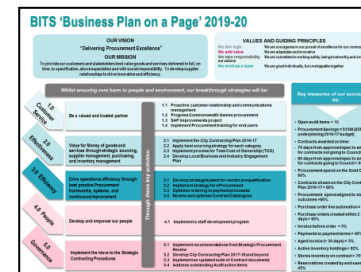
Why do we exist and what are we trying to achieve?

Procurement Strategy and Strategic Plan

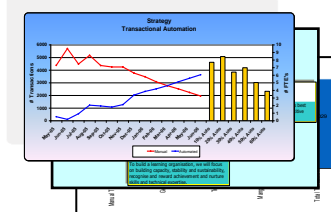


How will we achieve our objectives?

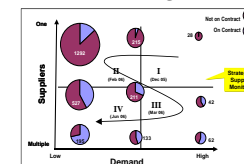
Procurement Business Plan



Performance Measures



KPIs

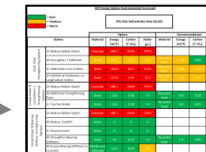


How will we measure and report performance?

Balanced Scorecards



Procurement Scorecard



Team Scorecard



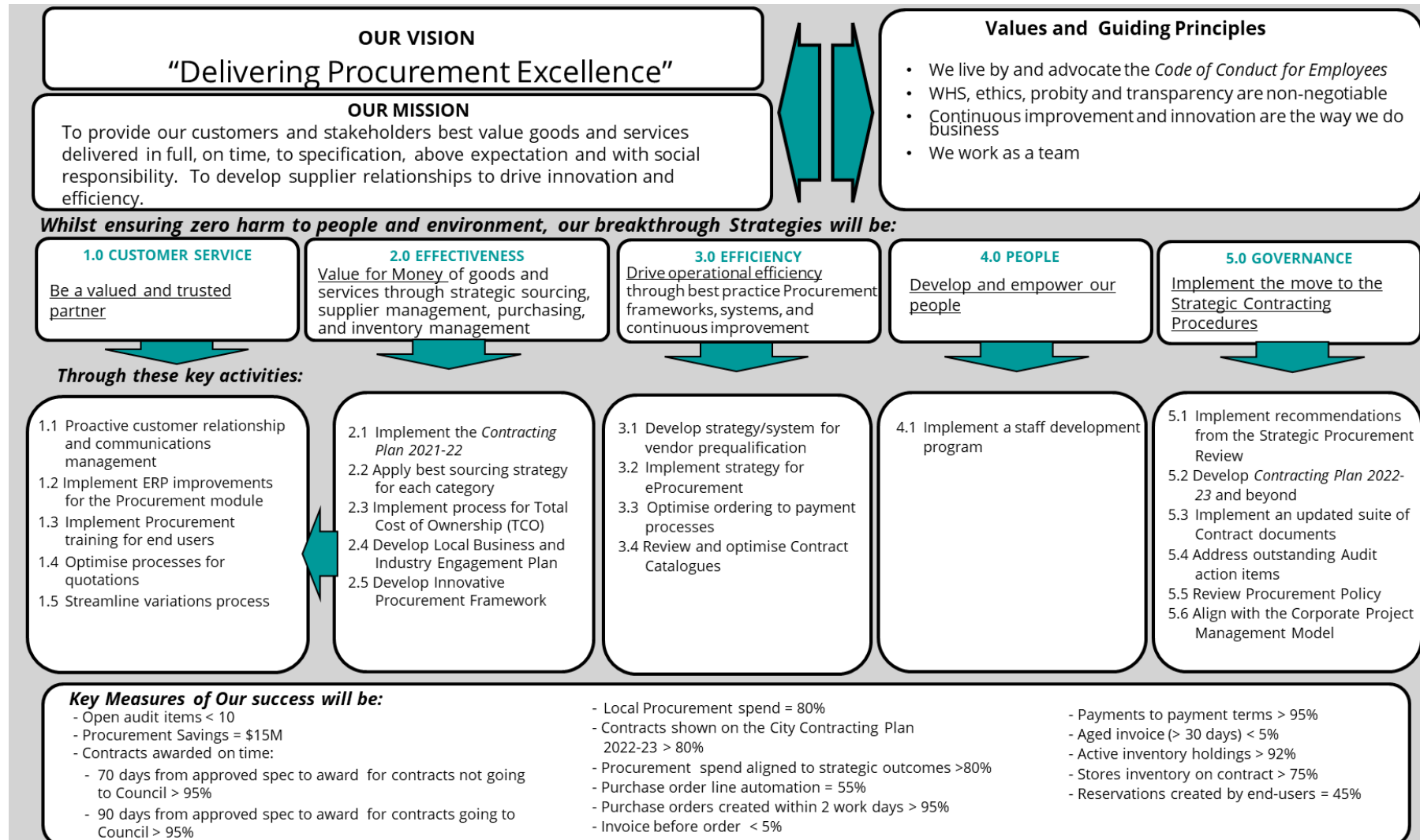
Individual
50:50

Procurement Dashboard



Translating Procurement Strategies into Organisational Action

Sample Procurement Business Plan



Topics for Masterclass #1

1. What is procurement value?
2. Why strategy?
3. So what's the right Procurement Strategy for your council?
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5. Measuring your success



Measuring your success

"You can't manage what you don't measure."

Quick Poll:

Do you have performance measures/KPIs for your Procurement function?

YES

NO

UNSURE

"Tell me how you will measure me, and I will tell you how I will behave."
Eliyahu M. Goldratt

Measuring your success

Procurement Performance measurement

Procurement KPIs, performance measures in place:

- ✓ Aligned with organisation's strategic objectives, goals and values, with the link actively marketed
- ✓ Internal customer satisfaction, supplier feedback mechanisms
- ✓ Work group and individual job goals - directly linked to business plan and balanced scorecard outcomes
- ✓ Performance results used to review, change and develop new strategies and goals and for continuous improvement



Measuring your success

Planning Process



What are the business priorities?

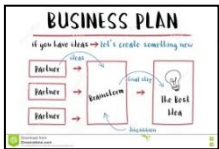
Business Inputs

My Council

Corporate Plan



Directorate Business Plan



Customers

SLAs



Risks



Audit



Innovation & Leading Practice



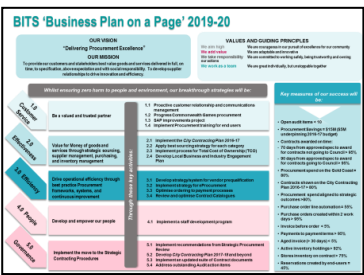
Why do we exist and what are we trying to achieve?

Procurement Strategy and Strategic Plan

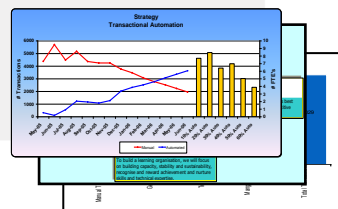


How will we achieve our objectives?

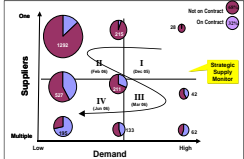
Procurement Business Plan



Performance Measures

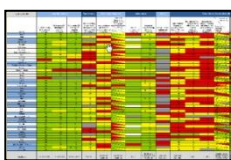


KPIs



How will we measure and report performance?

Balanced Scorecards



Procurement Scorecard



Team Scorecard



Individual 50:50



Procurement Dashboard

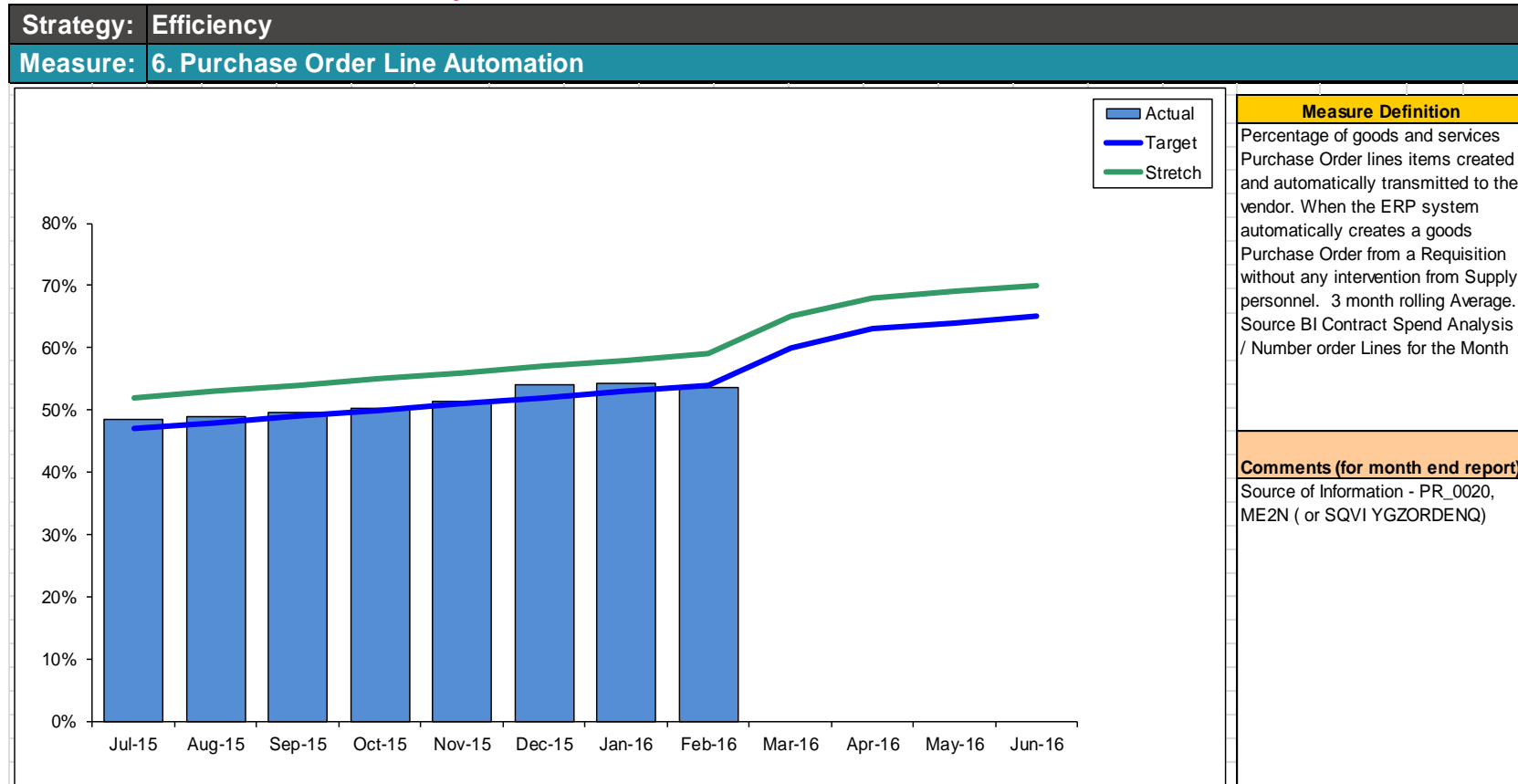


Measuring your success - example

CONTRACTS				PURCHASING			
KPIs	FY16 Target	YTD Target	Actual	KPIs	FY16 Target	YTD Target	Actual
2a. Procurement Savings - against budget underpinning (\$M)	\$ 4.50	\$ 3.00	\$4.58	6. Purchase Order Line Automation	65%	57%	54%
2b. Procurement Savings - Total (\$M)	\$15.00	\$ 6.69	\$22.51	7. Purchase Order creation on time	90%	82%	94%
3. Contracts awarded on time	95%	95%	95%	8. Purchase orders raised off a catalogue	70%	57%	49%
4. Procurement spend on the Gold Coast	77%	75%	75%	9. Invoices before order	5%	6%	6%
5. Contracts extended	20	8	7	As at 29 February 2016			
INVENTORY AND STORES				ACCOUNTS PAYABLE			
KPIs	FY16 Target	YTD Target	Actual	KPIs	FY16 Target	YTD Target	Actual
13. Active Inventory Holdings	92%	84%	84%	10. Payments to Payment Terms	93%	94%	94%
14. Stock Items under a Current Contract (CPO Stores Only)	95%	60%	44%	11. EFT vs. Cheque payments	98%	96%	99%
15. Reservations created by end-users	45%	38%	31%	12. Aged Invoices Over 30 days	5%	6%	10%

Measuring your success - example

Balance Scorecard Feedback Report



	FY11	FY12	FY13	FY14	FY15	Jul-15	Aug-15	Sep-15	Oct-15	Nov-15	Dec-15	Jan-16	Feb-16	Mar-16	Apr-16	May-16	Jun-16	FY16	FY17	FY18
Actual	NM	20%	30%	43%	47%	48%	49%	50%	50%	51%	54%	54%	54%							
Target	NM	NM	NM	50%	60%	47%	48%	49%	50%	51%	52%	53%	54%	60%	63%	64%	65%	65%		
Stretch	NM	NM	NM	55%	65%	52%	53%	54%	55%	56%	57%	58%	59%	65%	68%	69%	70%	70%		
Threshold	NM	NM	NM	45%	55%	42%	43%	44%	45%	46%	47%	48%	49%	55%	58%	59%	60%	60%		

Measuring your success - example

Inventory Management measures – optimisation

	From		Today		Target
'active inventory' (% of stock items which have moved in the past 15 months)	63%	➡	86%	➡	95%
items delivered vs. call-at-counter (%)	5:95	➡	31:69	➡	60:40
Inventory items on contract	25%	➡	44%	➡	95%
Line Items held in inventory	4,943	➡	2,581	➡	2,000
Inventory holdings	\$3.41 M	➡	\$2.57 M	➡	\$1.75 M



Take aways



Procurement Value



1. EFFECTIVENESS

2. EFFICIENCY

3. CUSTOMER SERVICE

The 6 Building Blocks for Enhancing Local Government Procurement



Procurement Strategy



Here's my Procurement Strategy laundry list...

1. Buy Local (CSR)
2. Social Procurement (CSR)
3. Innovative Procurement
4. Quality Assurance
5. WHS
6. *Ethics and Probity*
7. *Category Management*
8. *Sustainable Procurement*
9. *SRM*
10. *Digitalisation*

Translating Procurement Strategies into Organisational Action

Planning and measurement



What are the business priorities?

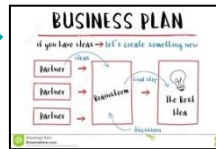
Business Inputs

My Council

Corporate Plan

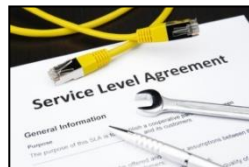


Directorate Business Plan



Customers

SLAs



Risks



Audit



Innovation & Leading Practice



Why do we exist and what are we trying to achieve?

Procurement Strategy and Strategic Plan

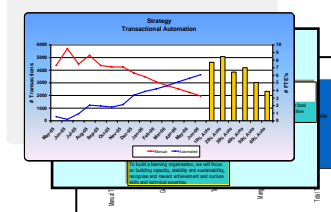


How will we achieve our objectives?

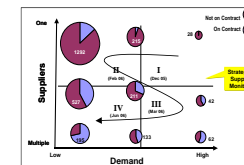
Procurement Business Plan



Performance Measures



KPIs



How will we measure and report performance?

Balanced Scorecards



Procurement Scorecard



Team Scorecard



Individual 50:50

Procurement Dashboard



FEEDBACK

We'd love to know what you think!





Masterclass Webinar Series

2024

Thursday
November 28

1. Mastering Procurement Strategy,
Planning and Performance

Thursday
June 26

5. Mastering Sourcing

Thursday
February 13

2. Mastering Procurement
Governance

Thursday
August 14

6. Mastering Contract and
Supplier Relationship
Management

Wednesday
March 27

3. Mastering Probity

Thursday
September 18

7. Mastering Procure-to-
Pay

Thursday
May 8

4. Mastering the
Organisational Interface

Thursday
November 27

8. Mastering Procurement
Technology

Register here: wearepeak.com.au/events-1

THANK YOU

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