



# Game Planning for Procurement: A Team Sport


# Procurement is a team sport



Both the client organization and the supplier have critical roles to play.

To be successful, it is important to understand the playbook.

Don't be afraid to ask questions as you move through the process.



# What triggers a procurement activity?

# What does it include?

Procurement needs can generate from:

- Ad hoc engagements
- Formal RFI / RFP process [preferred partner list]
- Organizational changes
- Agreement renewals

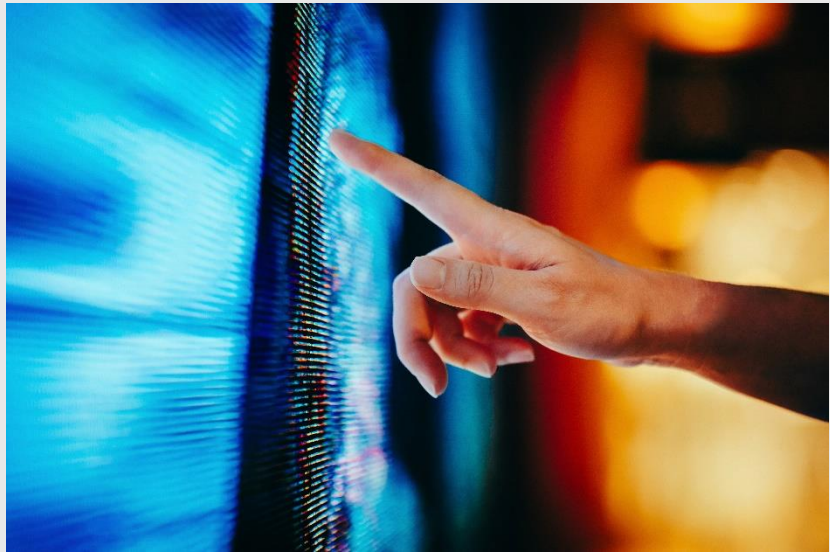
Procurement activities can include:

- Presentations / Questionnaires/ Q&As
- Risk Assessments & Due Diligences
- Rate Cards / Pricing / Subscriptions / Licenses
- Contracting

# Have the right team in place



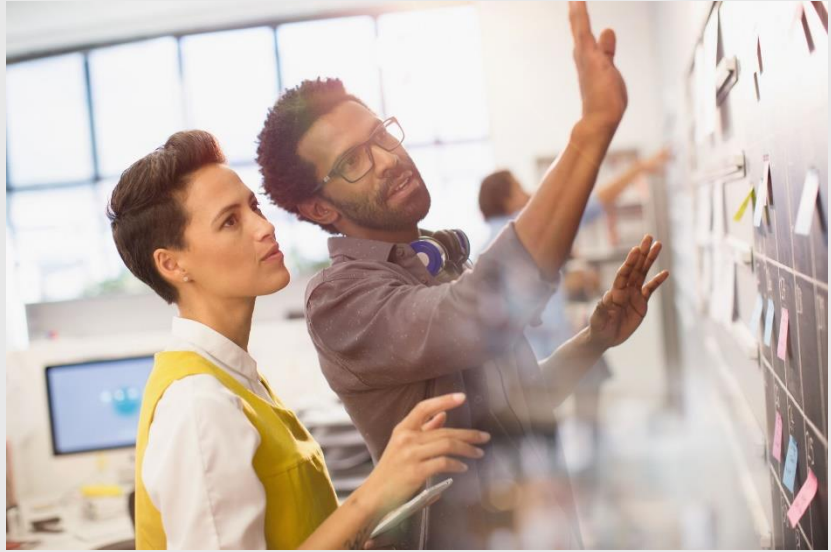
**Business Stakeholders**



**Information Technology**



**Privacy, Compliance and Legal**



**Operations and Project Management**

# The game isn't over



Once the contracts are signed, there's still more to do.

Know who is making the agency selection decisions.

Stay top of mind.



# QUESTIONS OR COMMENTS?

Get in touch!

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