From Hurdle to Hero:
stop being the roadblock.
Ground Rules

Participate!
The story of some roadblocks
The intricacies of roadblocks
Hurdles are different
Are you presenting hurdles or roadblocks?
7 Rights of Procurement
Tip 1:
Take a good look at your processes.
It’s All About Relationships

Often, we forget the value of investing our time and resources to reach out to our stakeholders. Public Procurement can benefit greatly from relationship management with our end users and suppliers.

-Darin Matthews
Tip 2:
Establish a communications plan... and stick to it.
Tip 3: Teach
Tip 4:
Put in the work.
Tip 5:
Raise your level of professionalism
Tip 6:
STOP saying “No”.
Tip 1:
Take a good look at your processes.

Tip 2:
Establish a communications plan… and stick to it.

Tip 3:
Teach
Tip 4:
Take a good look at your specifications.
Tip 5:
With regards to your requirements/qualifications/submittals, Ask “Why”
Tip 6:

Review HOW you receive your submittals
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Upcoming guest: **Stacy Gregg**

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THANK YOU