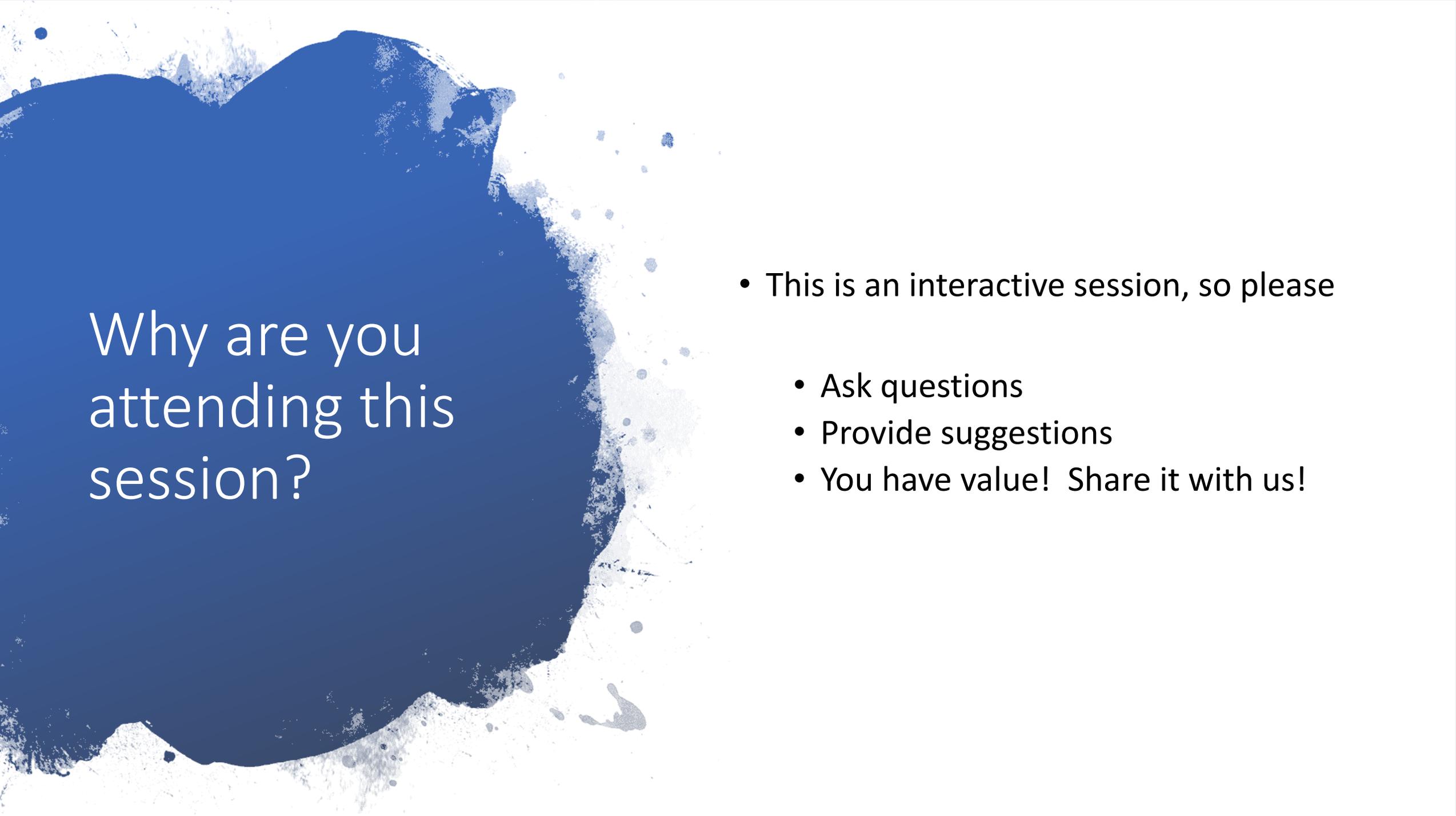


# The Greatest Acquisition of All

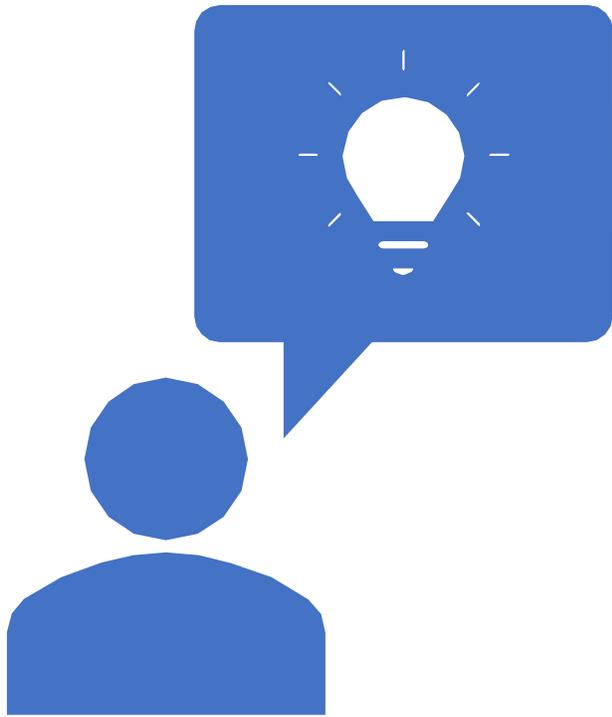
your procurement office

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Why are you  
attending this  
session?

- This is an interactive session, so please
  - Ask questions
  - Provide suggestions
  - You have value! Share it with us!



What comes to mind when you think of the value of your procurement office?



The  
procurement  
office brings  
value by -

Some common points that come to mind

- Ensuring compliance with rules, regulations and policies
- Streamlining processes and creating efficiencies
- Optimizing use of taxpayer dollars
- Building strategic partnerships
- Being open, fair and transparent in practices

- Hoops to jump through
- After the fact administration
- Time consuming process
- Restrictive

But what might  
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- You want them to think about engaging you early in their planning process because they see the value in what you bring to the table.

But what might  
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# You have 30 seconds with your client How do you get them to understand your value?

- Relate to something they would know – like the laptops and hotspots the kids might be using this fall if you work in a school district.
- Use the flavor of the day – “I find and buy the PPE our front-line workers wear!”
- Explain how the procurement function will keep them off the front page of the newspaper by adding compliance.
- Continue to work with them so that they involve you early in the planning process to manage risk.
- Help them understand that allowing you to partner with them allows them to focus on their own goals, and you will focus on the legals and logistics.



Procurement offices are seeing the trend of being “the go to” resource right now.

We are making things happen in very unusual times.

We are providing resources

We are providing guidance

We are strategic partners

We are providing solutions

**In this time of darkness, we are a shining light.**

Don't let that momentum go.

## What's the value in being a strong, open and transparent procurement office?

- Procurement is the forefront and the backbone of business dealings for the organization.
- It sets the stage for integrity, ethics and fairness in business operations.
- Businesses will compete and deliver best value because they desire to work in partnership with you.
- Businesses will seek you out, not the other way around. You are THE reference they want on their resume.



Thank you for contributing to this ongoing conversation and good work!

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# Remember your value

Keep investing in yourself and the people around you

Keep educating your clients on the value you bring to the table

Keep getting involved early in the planning process of requirements

**Because the overall value of the procurement office makes it the greatest acquisition of all.**