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## Procurement Transformation Institute

*Procurement Value Delivered*

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### This Week's Highlight

#### GPP4Growth Life Cycle Costing Workshop

Green Public Procurement have announced that they will be hosting their Life Cycle Costing Workshop on **Tuesday 16th October 2018**.

The event will be taking place in the **Europe House, Dublin from 2:00pm-4:00pm**.

The workshop will look at the use of life cycle costing in the procurement process, identify key areas where life cycle costing can be implemented and attempt to provide suggestions on areas to evaluate the lifecycle costs of products and services based on the stakeholders' experiences with life cycle costing methods and indicators that promote green products and services

Register for this FREE event below!

# GPP4Growth

## Interreg Europe

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### Procurement Picks



Over the past four years, *eafip* has promoted the benefits of the innovation procurement of ICT-based solutions through a unique set of practical information and tools. We encourage you to take this opportunity to review below what *eafip* has provided you with.

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#### People

##### The Buyer's Dilemma:

Raging against factors that are beyond your control is a needless expenditure of energy which benefits no-one and in fact can significantly weaken your position.  
[Control what you can, influence what you can't control and don't worry about the rest.](#)

#### Knowledge

##### 3 Keys for

Enhancing your Strategic Sourcing: Kodiak Rating share their 3 keys ways for enhancing your procurement strategy for value creation within purchasing processes and perhaps shift the perspective from your current understanding of what it means to

#### Process

##### 7 Tips to Speed Up the Procurement

Contract Process: Mastering the procurement negotiation process is multi-faceted: procurement needs to know how to balance the requirements of internal stakeholders, when negotiating with suppliers. Bryan Lyew offers seven tips to speed up the this process.

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**Technology**

From the periphery to the driving force - how procurement tech is helping organisations to innovate:

In this highly-demanding landscape, organisations need to turn to their procurement teams to accelerate innovation and ensure new product launches are aligned with business priorities.

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**PTI**  
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**Culture**

**3 Cultural**

**Considerations in IT Modernization:**

Too often, digital transformation initiatives are run solely out of the CIO shop, without adequate collaboration across business lines. NextGov share three important cultural factors that agencies and chief information officers should consider as they plan for IT modernization.



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