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## Procurement Transformation Institute

*Procurement Value Delivered*

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### This Week's Highlight

#### ICT 2018 Conference in Vienna

Dear Members,

Between **4th & 6th December 2018**, the EC will organise their ICT 2018 conference in Vienna. It is common practice that the Enterprise Europe Network and the Network of National Contact Points for ICT organise a matchmaking event parallel to the congress program of the Commission.

Maybe it is of interest for some of your public authorities to participate in this event and get into contact with ICT supplier in any area of interest.

Please feel free to circle this information around. The participation is for free.

Register for this FREE event below!

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## Procurement Picks



### [How GlaxoSmithKline is increasing supplier diversity.](#)

Jami Bliss, who has been global head of GSK's Procurement Center of Excellence for eight months, has described how she is transforming the firm's supplier diversity programme.

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#### People

How to Manage and Stay in Control of Supplier Relationships: Professional business relationship also require a degree

#### Knowledge

How Can Procurement Find Savings When Commodity Prices Are Going Up, Up, Up? Maximizing gains in a forward market

#### Process

Procurement Vs. Purchasing: "Procurement" and "Purchasing" are often used interchangeably, they actually refer to two different processes,

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help define these relationships.



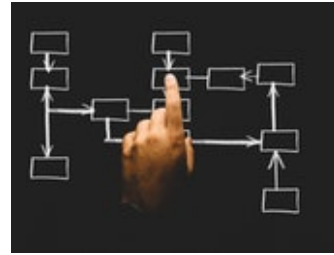
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on their forward demand.



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distinction can have a huge impact.



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**Technology**

**Taking a Balanced Approach to Procurement Technology:**

A leading procurement organization - or any organization looking to join those ranks - knows the importance of technological innovation.



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**PTI**

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**Culture**

**4 reasons why your organisation isn't embracing Cognitive**

When it comes to making the leap to cognitive, which can do a world of good for analytical and predictive analysis, organisations are still hesitant.



[Check Out the Article](#)

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