

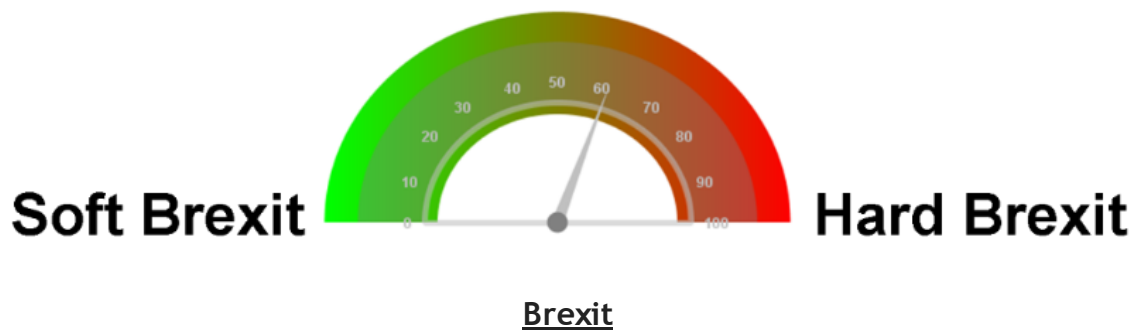
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Procurement Transformation Institute

Procurement Value Delivered

Issue 33, 17 October 2018

This Week's Highlight



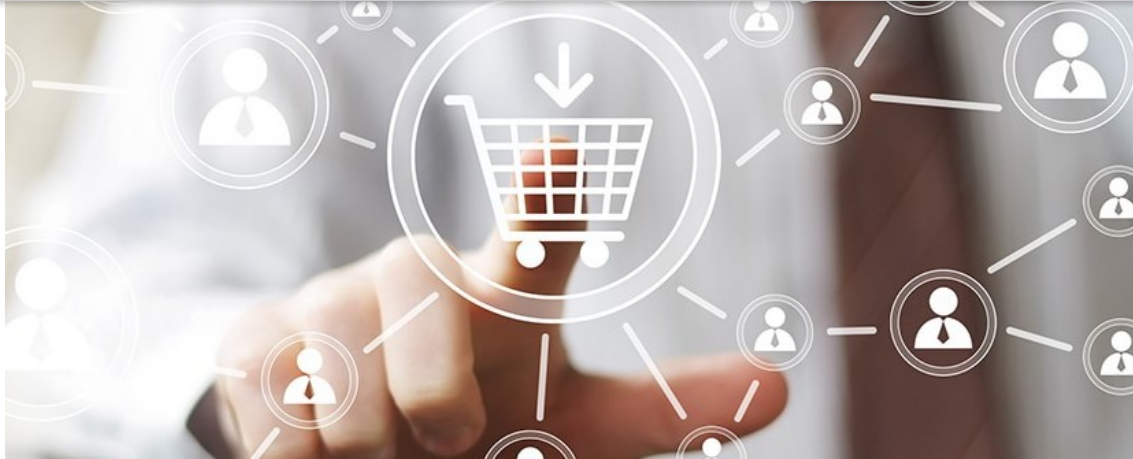
PTI will broadcast a live webinar on 23 October 2018 at 3pm GMT.

Over the past 12 months, the **Brexit** dial has moved ominously from safe 'Soft Brexit' impact to the unsettling 'Hard Brexit' scenario, with a worrying time in-between when it seemed 'No Deal' was possible.

To register, simply like/bookmark this Brexit Webinar event on our Community

[Like/Bookmark](#)

Procurement Picks



Partnering with the NHS to sell goods and services

The National Health Service (NHS) celebrates its 70th anniversary in 2018. It maintains its position as the top health system in the world amongst the 11 countries ranked in the [Commonwealth Fund report](#) which gave the NHS top marks for patient safety, efficiency, and affordability.

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People

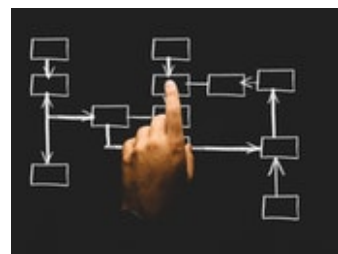
Moving from buyer to manager
How do buyers become managers? The question has obvious relevance for young procurement professionals. This matters to procurement executives, too.

Knowledge

Contract Lifecycle Management (CLM) Software Market Segment by Revenue, Size, CAGR and Growth Analysis
This report studies Contract Lifecycle Management (CLM) Software Market Worldwide.

Process

APPLYING PROCESS TO NEGOTIATION
The truth is that you've been conditioned (by modern media and movies) to believe that negotiation is a gunslingers paradise where you walk in, shoot, and ask questions later.



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Technology

Why Procurement Must Prepare Today to Use Cognitive Software in 2050

Just as it's unlikely that most people will be regularly using self-driving cars any time before 30 years from now, procurement is probably not going to be widely using AI-based "cognitive" software within the next 5 or 10 years.

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Culture

Report sets out how government can use procurement to lead innovation
techUK has launched *Procuring the Smarter State: key steps to promote innovation and growth in the public sector*, a new report that sets out how procurement can act as a tool for the UK Government.

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