



Procurement Transformation Institute *Procurement Value Delivered*

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This Week's Highlight

Obstacles in Procurement

Procurement is a constantly evolving & undervalued operation that impacts every facet of an organisation. This evolution means that the function's success is no longer just about sourcing services and reducing cost. Nowadays, procurement teams face an increasing number of complex challenges.

Orla Slattery discusses three obstacles faced by the procurement industry today & suggest simple ways in which these can be rectified.



[Click Here to Read Orla's Blog](#)

Procurement Picks



Most Negotiated vs. Most Important Contract Terms

IACCM has released this year's report on the most negotiated contract terms, which provides insight into the contracting practices of more than 2,100 organizations.

[Check It Out Here!](#)

People

"You're Too Expensive" - The Ethics Of Lying To Suppliers:

Spend Matters investigates the honesty in dealings & negotiations with suppliers; what is considered acceptable, what is not, and what is borderline. Thought provoking article!



[Click Here to Find Out More](#)

Knowledge

What Happens When You Increase A Supplier's Costs?

There are a number of ways in which buyers increase costs for their suppliers. Peter Smith shares five points suppliers should consider when their costs are increasing.



[Discover More Information Here](#)

Process

Smart Manufacturing Technology is Changing Business Processes:

Smart Manufacturing Technology and AI-Enabled Business Processes and systems are transforming business systems today according to TechTargets Jim O'Donnell.



[Click Here for more Information](#)

Technology

The Future of Procurement - Technology Can Drive Very Rapid Change, Just Look At Pubs:

The next wave of technology innovation, around artificial intelligence and machine learning in particular, is going to significantly change the whole nature of corporate procurement.



[Want to Find Out More?](#)

Culture

How 'Ethical Commissioning' Could Curb the Worst Effects of Outsourcing:

The London School of Economics & Political Science's Bob Hudson explains how ethical commissioning would work in practice, if outsourcing is to be made fit for purpose.



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