



## Procurement Transformation Institute *Procurement Value Delivered*

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### This Week's Highlight

#### **One Day To Go Until TenderCon3!**

There is only **ONE more day** to register for TenderCon3 taking place tomorrow 14th June, from 8am-12pm in the Western Gateway Building, UCC.

#### **Did You Know?**

Only 10% of Irish SMEs compete for tenders, but the public procurement budget in Ireland is worth €9 billion per annum.

TenderCon3 is a morning packed full of insights and advice on winning new public contracts. Who wouldn't want to compete for the largest sales pipeline in the country?

Register below for the **final few tickets!**



[Register for this FREE event!](#)

procure2innovate



## **p2i - 35 EU procurers are collaborating in Cork**

The Procurement Transformation Institute are delighted to be hosting the other procure2innovate member countries this week in Cork.

The project aims at improving institutional support for public procurers of information and communication technologies (ICT) and other product groups implementing innovation procurement by establishing or expanding competence centres for innovation procurement in ten EU Member States.

[\*\*Find Out More About The p2i Project\*\*](#)

[\*\*Join Our Community!\*\*](#)



## Haven't Signed Up to Our Community Yet?

Through our PTI Community Forum, you can interact across categories while benefiting from expert opinions, peer to peer learning, access tools and templates and, even discover fun within the procurement role.

[Join Us](#)

## Procurement Picks



### How Loud Should You Blast Your Procurement Achievements?

It really is key to not be shy about communicating the value that procurement brings to the organization!

[Read the Article Here!](#)

### People

**SRM Training: Are you maintaining a lasting relationship with your suppliers?**

Marc Wins stresses how an effective supplier relationship management does not only deliver major savings but also major opportunities and how it is critical to

### Knowledge

**Bringing Procurement Rigor to Merger Integration:**

From the start of pre-merger discussions, through clean team analysis, SpendData's Bernard Gunther takes us through the significance of the impact of indirect cost savings estimation and

### Process

**4 Reasons Why Your Organisation Isn't Embracing Cognitive:**

At April's London CPO roundtable; Amit Sharma, Global Procurement Practice Leader for Cognitive Process Services (CPS) - IBM led a discussion on how procurement leaders can

maintain these relationships.



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subsequent implementation.



[Discover More Information Here](#)

ensure their cognitive projects come out on top.



[Click Here for more Information](#)

## Technology

### 3 Stages of Enterprise Procurement

#### Technology Implementation:

Kevin Turner emphasises that there should be one standard, centrally managed process in order to realize the maximum benefits of enterprise procurement technology and analyses three stages of making that happen.



[Want to Find Out More?](#)

## Culture

### Beware of Culture Killers in

#### Procurement:

An organization can't build a positive workplace culture overnight. The wrong hire, however, can destroy an office environment about that quickly. Find out how you can avoid the consequences of a poor culture fit.



[Read the Article](#)

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