



## Procurement Transformation Institute *Procurement Value Delivered*

### 2018 Insights: Accelerating Revenue Performance

14th March 2018

Issue 5

#### This Week's Highlight - Live Webinar

Altify will hold a webinar on **Wednesday 28th March @ 2pm BST**. Leading industry practitioners (pictured below) will discuss key insights from Altify's Business Performance Benchmark Study. The Business Performance Benchmark Study explores strategic directions, revenue growth considerations, improvement priorities and metrics to gauge progress.

Click below to register for the webinar.

**2018 Insights:  
Accelerating Revenue Performance**

**LIVE WEBINAR**  
Wed 28th March | 2 PM - 3 PM BST

			
<b>PATRICK MORRISSEY</b> Chief Marketing Officer ALTIFY	<b>DONAL DALY</b> Executive Chairman ALTIFY	<b>INGRID DE DONCKER</b> CEO and Founder iDea	<b>MEGAN HARVEY</b> Head of Alliances, EMEA looker

[Click Here to Register for the Webinar](#)

## Procurement Picks of the Week



### Supplier-Enabled Innovation:

Take a look at this Procurement Leaders' blog where Omer Abdullah talks reaping big rewards from carefully selected suppliers.

[Click Here to Read the Blog](#)

### People

**Targeting Talent:**  
An Inside Housing and Procurement Hub survey finds out how the housing sector feels about the shortage of skilled labour, focusing particularly on a post-Brexit era, while sharing possible causes & opportunities.



### Knowledge

**Indirect Procurement - It's Time to Rise and Shine!:**  
The 'Supply Chain Game Changer' discusses the value of Indirect Procurement & how there is a phenomenal amount of skill & expertise involved in it.



### Process

**How Tech Can Maximize Spending Power to Minimize Use of Rainy Day Funds:**  
Brian Utley examines how modernising technology can improve existing processes & recommends introducing agile procurement processes.



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## Technology

**Don't be fooled, Blockchain WILL kill the Invoice:**

Simona Pop discusses how blockchain will have a significant influence on procurement and finance & its ability to eliminate a business' most practical disruption - the invoice.



[Click to Read the Report](#)

## Culture

**Procurement Culture: Train Hard, Fight Easy:**

This Precoro blog shares its thoughts on the lack of understanding of procurement culture within a company and advises various ways it can be implemented to improve a business.



[Click to Read the Report](#)

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