



11 THINGS

YOU COULD BE DOING WHILE YOUR
GPO WORKS BEHIND THE SCENES

Work smarter, not harder in 2024.



1. Supplier Relationship Management

Dedicate time to nurturing and strengthening relationships with your key suppliers.

This can include implementing a formal Supplier Relationship Management (SRM) program, sharing your strategy with key suppliers, collaborating on cost-saving initiatives, and ensuring a reliable and efficient supply chain.

2. Strategic Sourcing

Invest in strategic sourcing by thoroughly analyzing your organization's procurement needs and identifying opportunities for cost savings, quality improvements, and risk mitigation.

This may involve seeking out new suppliers, optimizing supplier portfolios, and conducting competitive bids.



3. Risk Management

Spend time assessing and mitigating procurement risks, such as supply chain disruptions, geopolitical issues, and changes in regulations.

Develop contingency plans and strategies to safeguard your organization's procurement operations.

4. Sustainability & Compliance

Develop a sustainable procurement strategy and allocate resources to ensure that your procurement activities align with sustainability goals and industry regulations.

Evaluate suppliers' sustainability practices and ensure compliance with ethical and environmental standards.



5. Technology Adoption & Innovation

Stay up-to-date with the latest advancements in procurement technology and tools, such as e-procurement systems, supply chain management software, chatbots, data analytics platforms, and generative AI.

Invest time in researching, evaluating, and implementing technology solutions that can streamline procurement processes, improve data analytics, and enhance overall efficiency.

By making time for innovation, you can gain a competitive edge, reduce manual workload, and optimize decision-making in procurement.



6. Internal Stakeholder Engagement

Dedicate time to building and enhancing relationships with internal stakeholders, such as department heads, finance teams, and end-users.

Collaborate with these stakeholders to understand their needs, priorities, and expectations. Fostering better communication and cooperation will lead to more efficient procurement processes cost savings, and better outcomes for the entire organization.

7. Control Maverick Spend

Maverick spend is chipping away at your cost savings, but you've never had time to properly deal with it.

With a GPO's help, you can identify the key mavericks, find out why people are bypassing procurement policy, and make any changes or improvement needed.



8. Upgrade Your Skillset

Invest time in upgrading your own skillset and that of your procurement team. Stay current with industry-related best practices, trends, and certifications.

This continual learning process will help you make more informed decisions, adapt to changing market dynamics, and drive innovation within your procurement processes.

9. Focus On Your Career

Allocate time to strategize and plan the next step in your procurement career and invest in opportunities for professional development

Proactively managing your career growth means you can position yourself for promotions, leadership roles, and increased responsibilities within your organization or elsewhere.



10. Visit Your Suppliers

Having time to step away from your desk is invaluable when it comes to visiting suppliers.

Dedicating time to visiting key suppliers' facilities and meeting with their teams in person will provide a firsthand understanding of their capabilities, quality control processes, and any potential challenges. It's also great for the relationship, enhancing communication, trust, and collaboration.

11. Make Time For Staying Informed

Allocate time for staying informed about the latest industry trends, market developments, and emerging technologies.

This can involve regularly reading industry publications and research reports, listening to procurement-related podcasts, attending webinars, and networking.



What's Una doing in the background?

- Managing the day-to-day procurement tasks that can bog you down
- Indirect spend, tail spend, and category management
- Analyzing spend data
- Vetting suppliers
- Negotiating contracts
- Carving out custom member experiences to meet your needs

Partnering with a GPO is one of the best ways you can earn precious time back while still focusing on delivering value and savings.



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