



Beyond Techniques

Chartered edition

THE PROCUREMENT SHIFT WE
ALL NEED



Zeeshan Sabri

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Ed. CS



What's Holding Us Back?

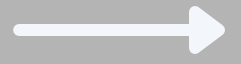
- Too reactive
- Seen as cost centers
- Missing the “why” behind the “what”



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The 3 Levers for Our Transformation

1. Purpose – Know what value you're driving
2. Partnerships – Leverage networks, not just suppliers
3. Progress – Keep improving, keep proving



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No Order. Just Start...

Purpose | Partnerships | Progress

You don't need all three in place to begin.

You just need to break the silence.



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Question:

Am I...

- Just closing POs?
- Or opening opportunities?



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“If we are not leading change,
we are blocking it.”

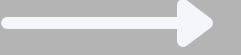
Read one more time...



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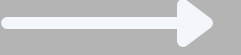
Own the seat at the table



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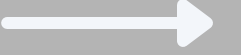
Don't wait for the invite...



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Procurement done right is:

- STRATEGIC
- HUMAN
- PURPOSEFUL

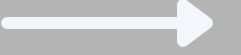
Be the value others don't see coming.



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