



# LIVEtalk

### #GBS20 Gloucestershire Procurement Forum

Thursday 11th June, 12:30pm











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#### Matt Roper Buying Support Agency Ltd



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Procurement processes can account for over two thirds of spend for a Company. Understanding the process and how to access supply chains can be a significant lead to revenue streams for businesses who have goods and services that apply to a sector. Private sector procurement and public sector procurement are both good roots to regular and stable sales revenue, but they carry and overhead cost in time and resource to pursue, so the decision to commit to procurement processes can be a difficult one. Local authorities are keener to buy locally and support the local economy, public and private sectors are increasingly aware of the climate implications and the PR implications of better supporting employment, skills and the economy locally and regionally.



#### Matt Roper

Matt founded The Buying Support Agency Ltd (BSA) in 2002, it is one of the UK's leading Business Costs and Procurement Consultant to private, public and charity sector organisations. As well as supporting large corporates and public sector bodies, most of our clients are small and medium sized companies.

His mission is "to deliver amazing value to clients and make a positive impact on society through the power of supply chains." If we can save companies money, reduce supply risk and environmental damage and free up their resource and funds, society will benefit.

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