



#BI20.2

# BUSINESS INSIGHTS

An Online Festival of Business & Innovation

LIVE *forum*

## #BI20.2 Procurement Forum

Thursday 19 November, 1:30pm

Book your tickets

[http://bit.ly/BI20-2\\_Gloucestershire-Focus](http://bit.ly/BI20-2_Gloucestershire-Focus)

If you have any questions for the panel prior to the event, you can email them to [BI20.2@business-shows.co.uk](mailto:BI20.2@business-shows.co.uk) (please quote the event title in your email).

Thursday 19 November, 1:30pm

## #BI20.2 Procurement Forum

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. So how do we engage a system and allow micro and SME businesses to efficiently and effectively procure from significant businesses and how do we encourage buyers and procurement officers to take their local SME market seriously, keeping a higher proportion of their spend local?



### 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.

Book your tickets for this event

[http://bit.ly/BI20-2\\_Gloucestershire-Focus](http://bit.ly/BI20-2_Gloucestershire-Focus)