

**OBILLEX**

# Public procurement challenges and opportunities

**Deborah Pattison**  
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# Introduction

# Who am I?

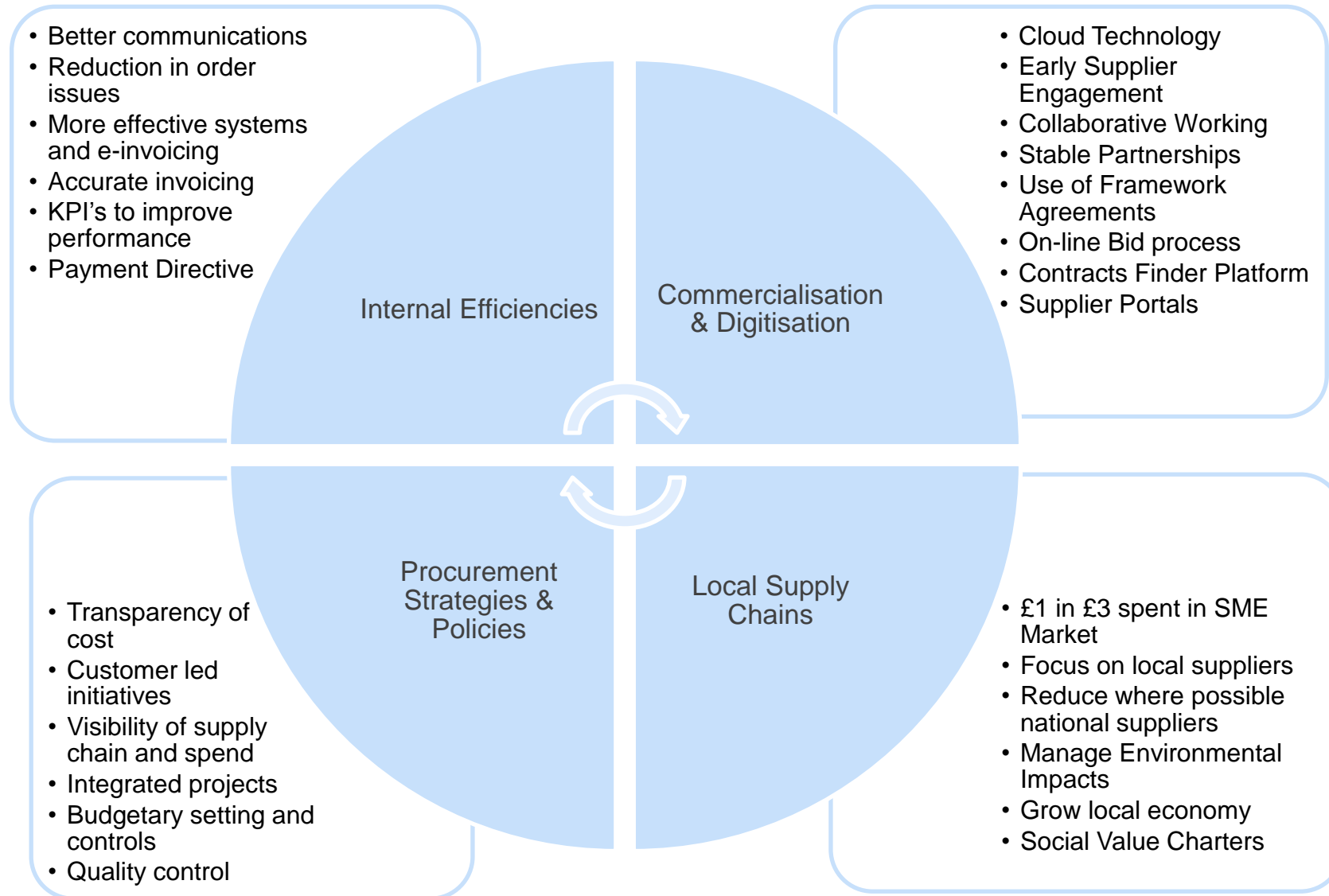
- 25 years in Corporate and Trade Finance
- Started working with Obillex 18 months ago
  - Fintech Company specialising in early payments to suppliers
  - Providers of liquidity to SME's
  - Specialists in Cashflow and working capital provision
  - Unique offer to the market – early payment solution which is simple, ethical and innovative

# Topic for today

- Challenges and opportunities in public procurement
- Efficiencies and Improvements
- Security
- Contacts

# Challenges and opportunities in public procurement

# Challenges and opportunities in public procurement



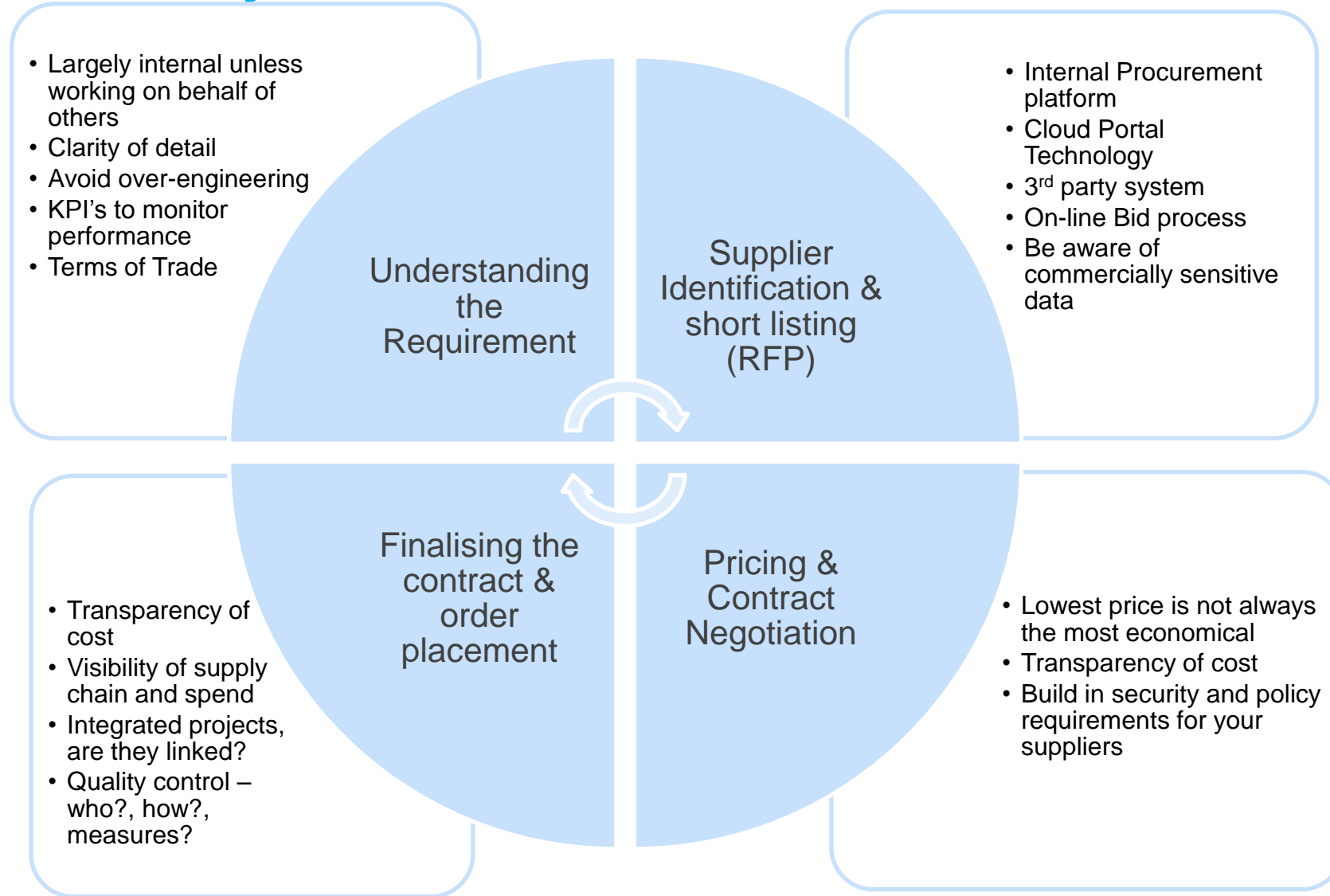
# Procurement security

# Security

- Most organisation's are dealing with commercially sensitive data
- According to 2017 government statistics
  - 50% of security breaches were human error
  - 4 out of 10 UK businesses suffered a cyber attack in the last 12 months
  - Fraudulent e-mails are the most common means of initiating an attack
- GDPR introduced in May 2018



# Procurement security



# Summary

# Summary

- What is your procurement strategy?
  - Is it definitive?
  - Is everyone aware of it?
- Do you have policies or KPI's that underpin your strategy?
  - How do your policies stimulate market innovation?
  - Do you make use of category management? – more specialisation or generalisation
- Review your internal processes
  - How much is relevant today?
  - Where can the processes be made leaner?
  - Are you authorising invoices efficiently?
  - How do you manage the Accounts Payable process end to end?
- Is your procurement approach sustainable?
  - How do you manage supply chain risks?

- Have you or your IT team checked the security of business processes and systems in use?
  - What is your use of technology? E-invoicing, e-markets
- Do your Finance and Procurement Teams collaborate?
  - whole life costs not just paper based savings
  - How do you work with budget holders to challenge who things are done?
- Do your Procurement Teams have a good financial awareness?
  - Do you offer Supply Chain Finance or Early Payment solutions while standardising terms and managing cash with Treasury Colleagues?
- How do you work with Strategic commissioners in health & Social Care?
  - Do you work with local supply chains?
  - How do you prepare markets for personalised social care spend?

# Contacts

CIPS

Chartered Institute of Procurement and Supply. Provide advice and a range of individual and business support services specialising in procurement and supply chains

Department for Business  
Innovation & Skills

General Advice and information to help you improve your business and its processes

# Questions?

## Saving money through faster payments

We work with your Buyers to give you access to low cost Working Capital to finance your business



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