



PROCUREMENT EXCELLENCE CONSULTING SERVICES

By Don Seward, Senior Manager

Procurement is facing profound challenges from COVID-19. No time more than now has demanded greater organizational maturity, enabling procurement platforms and value creation. As if COVID-19 was not enough, federal government contractors and grant recipients know all too well the barriers that exacerbate the realization of frictionless procurement. A daily storm of statutes, regulations and prime contract requirements are our procurement reality and greatly complicate the quest for procurement excellence.

The ability to maintain compliance while simultaneously delivering nimble, modern procurement services has eluded many organizations for decades. While procurement organizations in other industries long ago adopted technological advances such as robotic process automation, artificial intelligence and self-service purchasing, our industry remains subjected to decades-old Federal purchasing requirements often satisfied manually.

Capital Edge believes that procurement within our industry is finally reaching a tipping point. Extensive benefits through digitized business processes are yielding what until recently was unthinkable: efficient compliance. In response, we are leading the industry in supporting procurement organizations, small or large, domestic or global, and civilian or military agency-facing, systematically enhance value realization. Our transformation services, solution adoption and optimization services, or a combination of both, complement our industry leading Contractor Purchasing System Review (CPSR) consulting services, procurement systems advisory services and program management capabilities.

Accelerate Procurement's Contribution to the Enterprise

Perhaps your organization recently completed a successful CPSR and want to keep a focus on procurement excellence. Or maybe Procurement is about to embark on the selection and installation of a new procurement system. Or possibly, it is time to adopt shelfware purchased years ago.

Regardless of your specific catalyst, what's common to many procurement organizations are strategic and operational pain points shared with Capital Edge daily. Whether these pain points are at the enterprise or functional level, or pertain specifically to maintaining compliance, they often include:

PAIN POINTS

- Procurement is not viewed as a strategic link in the value chain.
- Procurement is viewed by the enterprise as strategic yet struggles to create optimal value.
- The supply chain strategy does not adequately support current enterprise and growth objectives.

ENTERPRISE

PAIN POINTS

- It's the 2020s, yet Federal procurement is transacted largely as it was in the prior century.
- Sub-functions within Procurement such as Supplier Management, Category Management, Shared Services, and Performance Management are struggling to mature or worse yet, are non-existent.
- Inadequate competency levels exist in professional best practices.
- Recruiting and retaining top talent is becoming increasingly difficult every year.

FUNCTIONAL

PAIN POINTS

- A prevalence persists across the end-to-end procurement process of paper files, emails, disparate file sharing platforms, redundant data entry and worst yet, misplaced documentation.
- Current procurement platform configurations, or the procurement platform itself, do not support Industry requirements.
- Inadequate GovCon/industry competencies levels exist.

COMPLIANCE

Together Let's Peg the Procurement Excellence Needle

Beginning in 2021, Capital Edge will offer a thought leadership series intended to unravel the mysteries of procurement excellence in our highly regulated environment. We will address head-on pain points that commonly confound our clients. Leading the series will be Don Seward, Senior Manager and Practice Lead, along with special guests.



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