Four ways Brexit has rattled CPOs

With Brexit headlines continuing to dominate the daily news, what have been the biggest lessons for procurement leaders on how to approach geopolitical risk?

*Michelle Perry*

A cross-party backlash took its toll on Gordon, then chancellor, and the report by the Commons select committee of August 2016 recommended that the UK’s border controls should be strengthened with controls on the movement of EU citizens only for the duration of the negotiation period. It’s no surprise, then, that most are now worried about future trade deals with the EU and the importation of goods, medical equipment and raw materials. But, as procurement chiefs have learnt out, tariffs and service providers, tax rates, local customs regulations and the like can all change procurement on the fly. You need to have a clear strategy for what you are going to change, what you will leave the same and what you will compensate. Of course, you will need to manage these changes in a way that is transparent and fair to all stakeholders.

A counter-thesis by a management consultant suggests that the UK’s third-largest import market is the EU, so there will be significant pressure on the key industries. So, the government needs to work closely with these industries to ensure that they are ready for any changes that may occur. Procurement chiefs need to be aware of all the different factors that can impact their business and plan accordingly.

**Ditch the silos**

Procurement chiefs have learnt that consolidating their teams into more robust? In this case, they need to bring together their teams with different skill sets to work together on a project. This can help to ensure that all stakeholders are on the same page and that decisions are made based on the best information available.

**Revisit systems and processes**

West has forced many CPOs and their teams to look at their supply chain and the services that support it. Many procurement teams have found that their systems are not equipped to handle the challenges this environment poses and are looking for ways to improve. Many CPOs have also implemented new processes, such as continuous improvement, to ensure that they can meet the needs of their business.

According to research by CIPS, a quarter of companies and a survey went looking for alternative suppliers when they discovered a supply chain disruption. The survey also showed that half of the respondents said they used the new suppliers in the past and that they would consider them in the future. West has forced procurement teams to look at their supply chains and see if there are alternative suppliers that could provide a better service.

**Stockpiling can’t solve everything**

Filling up warehouses with raw materials and maintaining a stock of goods is not a solution to the challenges procurement teams face in this environment. Many of these teams have found that their systems are not equipped to handle the challenges this environment poses and are looking for ways to improve. To do this, they need to implement new processes, such as continuous improvement, to ensure that they can meet the needs of their business.

**Services and technology**

With many services and technology providers changing their strategies in response to the current environment, now is the time to think about how you can best use these services to support your business. Many companies have been forced to cut back on their spending, but this doesn’t mean that you need to cut back on your services. Instead, you should think about how these services can support your business and help you achieve your goals.

**We want to identify the true business impact of services providers, since they are now involved in everything from marketing to IT accounts and customer service — and costs**

Many companies are looking to improve management of their services portfolio with cost-cutting measures. Here are some of the ways they are doing this:

- **Aptitude:** This consulting firm helps companies make better use of their resources by providing advice on how to improve the efficiency and effectiveness of their services management.
- **C3X:** This company helps companies improve their services management by providing advice on how to improve the efficiency and effectiveness of their services management.
- **C-Cur:** This company helps companies improve their services management by providing advice on how to improve the efficiency and effectiveness of their services management.
- **CIAL:** This company helps companies improve their services management by providing advice on how to improve the efficiency and effectiveness of their services management.
- **C-Path:** This company helps companies improve their services management by providing advice on how to improve the efficiency and effectiveness of their services management.

**Technology can help**

Most mid- and large-size organisations now use software systems to manage their operations and many have deployed a robust procurement solutions to manage their spend in the marketplace. The result is a reduction in the number of service providers, savings on procurement costs and a more efficient procurement process.

To make it easier for companies to use these solutions, many providers are offering more features and functionality to make them more user-friendly. Some providers are also offering more tools to help companies make better use of their resources.

**We think it’s about value, not just price**

Insufficient visibility of services providers is risky and lowers returns on investment, but spending wisely has become easier than ever.

**We want to identify the true business impact of services providers, since they are now involved in everything from marketing to IT accounts and customer service — and costs**

Many organizations are looking to improve management of their services portfolio with cost-cutting measures. Here are some of the ways they are doing this:

- **Aptitude:** This consulting firm helps companies make better use of their resources by providing advice on how to improve the efficiency and effectiveness of their services management.
- **C3X:** This company helps companies improve their services management by providing advice on how to improve the efficiency and effectiveness of their services management.
- **C-Cur:** This company helps companies improve their services management by providing advice on how to improve the efficiency and effectiveness of their services management.
- **CIAL:** This company helps companies improve their services management by providing advice on how to improve the efficiency and effectiveness of their services management.
- **C-Path:** This company helps companies improve their services management by providing advice on how to improve the efficiency and effectiveness of their services management.

**Technology can help**

Most mid- and large-size organisations now use software systems to manage their operations and many have deployed a robust procurement solutions to manage their spend in the marketplace. The result is a reduction in the number of service providers, savings on procurement costs and a more efficient procurement process.

To make it easier for companies to use these solutions, many providers are offering more features and functionality to make them more user-friendly. Some providers are also offering more tools to help companies make better use of their resources.

**We think it’s about value, not just price**

Insufficient visibility of services providers is risky and lowers returns on investment, but spending wisely has become easier than ever.