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Check out [this article](#) on being productive on Monday mornings

Check out the [procurement guru](#) website. The best source for procurement expertise!

[Download](#) Andrew's guide to implementing BPS Supply Chain Guidelines

Read Andrew's blog [From Chaos to Order](#)

Follow Andrew on [Twitter](#)

#### Up and coming events

[Click here](#) to register for Andrew's Nov. 20 teleconference on maximizing returns and reducing risk in procurement

Ask Andrew about his Nov 24 session on maximizing returns and reducing risk sponsored by SCL Canada and SEEC. Email [Jennifer](#) to register.

## Andrew Miller's *What's New in Business?*

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### Doing business with the public sector

With all of the stimulus money that has been injected into the economy, the organizations that are spending the most money are those in the public sector. Since public sector organizations are spending tax payers' money, there also happens to be a lot of scrutiny in the purchases that these organizations make. If you want to participate in the competitive process and win, there are three things that you need to do:

- **Know the guidelines that are being followed** – most public sector organizations must follow documented procurement policies which guide the process that used to make purchasing decisions. These documents are usually posted on organization websites, so review them and get familiar with them;
- **Know the evaluation criteria and process** – most public sector RFPs will lay out the process for evaluating bids and the weight of the different evaluation criteria. You need to understand how the process works when the evaluation team is reviewing bids. Everyone has an equal say, so decisions are made by consensus, not by force or preference;
- **Follow the rules** – RFPs will contain proposal rules and guidelines to be followed. Ensure that you understand what are the grounds for rejection of your proposal and follow the rules as stated. As a result of the public scrutiny for every purchasing decision, organizations will reject bids if they are not compliant with the rules laid out in the RFP document.

I also advise the you use the debriefing process if you participated in a public RFP and were not awarded the business. Organizations are obliged to give you an opportunity to discuss your bid and their process if you request a debrief session.

Following the advice above will significantly increase your chances of winning contracts with public sector organizations. The game is different, so you just need to know the rules.

### What's new in supply chain?

#### Procurement outsourcing on the rise

According to the recent Black Book of Outsourcing Report, procurement outsourcing is the fastest growing back-office area of business process outsourcing. The outsourced procurement solutions market is forecast to expand dramatically from \$700 million in 2008 to an estimated \$1.1 billion market this year. And it's expected to pass the \$3.5 billion mark in 2012, representing a 41% compound annual growth rate.

What does that tell us? That more and more companies are realizing that they are not procurement experts and are willing to pay someone to do it for them. Just be careful when negotiating the deal, outsourcing contracts tend to be long and expensive, so you need to know what you are getting into.

### Andrew's nugget

*Each month, Andrew Miller, President of ACM Consulting Inc. will provide a little nugget of advice to help with your business.*

#### Create one big idea

The world and the economy are different from 18 months ago so we all need to change accordingly. Find one big idea that will differentiate your company from everyone else. Small changes are great, but you want the impact that a big idea creates. Change your industry, take a chance. Customers are more open than ever for game-changing ideas. Better you than someone else.

### What's new with ACM Consulting?

Below are some upcoming events for ACM Consulting:

- Read this [article](#) for JobWeek featuring Andrew discussing how to be most productive on Monday mornings.
- [Click here](#) to register for Andrew's FREE teleconference on November 20 on maximizing returns and reducing risk in procurement
- Andrew will be speaking on November 24 about maximizing returns and reducing risk in procurement operations in a session hosted by the Schulich Executive Education Centre (SEEC) and SCL Canada. Email [Jennifer Ferdinands](#) to register.
- Andrew is a frequent speaker on a variety of subjects and loves to hear himself talk, so contact [Andrew](#) if you need someone who can provide value to your audience. Here are some recent topics:
  - Marketing for success
  - Spend management
  - Creating greater synergy within an organization
  - Green procurement
  - Raising the profile of supply chain to an executive level
  - Effective decision-making
  - How to make better buying decisions
  - Developing training strategies that stick

**If you are interested in any of our services or know someone that might benefit from working with us, please contact Andrew Miller at 416-817-1336 or visit our website at [www.acmconsulting.ca](http://www.acmconsulting.ca)**

Please feel free to forward this newsletter to anyone to whom it might be of value.

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