



The Global Standard for Procurement and Supply

Version 3.0 – Published 2017

Leading global excellence in procurement and supply

Segment 7.4 Achieving Added Value Outcomes in Procurement and Supply

Level: Operational

Theme: Delivering Outcomes

Knowledge: Will know and understand	Capabilities: Will be able to
<p>The importance of added value in procurement and supply, including value by improving:</p> <ul style="list-style-type: none">• Prices or total costs• Timescales• Quality• Innovation• Sustainability or other source of added value	<p>Work with suppliers, internal customers or other stakeholders to achieve added value outcomes in procurement and supply</p>
<p>The relationship between achieving compliance with processes and achieving outcomes that generate value</p>	<p>Recognise the importance of compliance with organisational processes and simultaneously take actions to achieve added value solutions with suppliers or internal stakeholders</p>
<p>The role of achieving competitive prices when procuring goods and services</p>	<p>Follow good practice in sourcing activities and negotiate to achieve competitive prices for goods and services, including the use of open-book costing and adjustments</p>
<p>Achieving required delivery timescales when procuring goods and services</p>	<p>Work with suppliers and internal stakeholders to achieve quality requirements for procured goods and services</p>

Knowledge: Will know and understand	Capabilities: Will be able to
Achieving required delivery timescales for goods and services	Liaise with suppliers and other stakeholders and undertake proactive actions to ensure successful and timely delivery of goods and services
Achieving required quantities of purchased goods and services	Ensure that quantities of procured goods and services are delivered according to contractual agreements and take appropriate actions to address any shortfall or excess
Achieving sustainability of purchased goods and services and promoting sustainability through effective procurement and supply	Monitor goods and services to ensure they comply with the standards set for achieving sustainable outcomes and take appropriate actions to address any issues

Related CIPS Knowledge Links

[Value Generation - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Efficiency/Value-Generation1/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Efficiency/Value-Generation1/)

[Sourcing and Tendering - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Supplier---bid---tender-evaluation/Sourcing-and-Tendering/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Supplier---bid---tender-evaluation/Sourcing-and-Tendering/)

[Negotiation - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Strategy-policy/Negotiation/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Strategy-policy/Negotiation/)

[Total Quality Management \(TQM\) - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Continuous-Improvement/Total-Quality-Management-TQM/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Continuous-Improvement/Total-Quality-Management-TQM/)

[Demand Management - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Developing-and-managing-contracts/Demand-Management1/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Developing-and-managing-contracts/Demand-Management1/)

[Sustainable and Ethical Procurement - http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Sustainability/Sustainable-and-Ethical-Procurement/](http://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Sustainability/Sustainable-and-Ethical-Procurement/)

[Stakeholders - http://www.cips.org/Knowledge/Procurement-topics-and-skills/Procurement-Organisation/Stakeholders/](http://www.cips.org/Knowledge/Procurement-topics-and-skills/Procurement-Organisation/Stakeholders/)

[Sustainable and Ethical Procurement - https://www.cips.org/en-](https://www.cips.org/en-)

[GB/Knowledge/Procurement-topics-and-skills/Sustainability/Sustainable-and-Ethical-Procurement/](https://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Sustainability/Sustainable-and-Ethical-Procurement/)

[Risk Analysis and Management - White Papers - https://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Risk-mitigation/Risk-Analysis-and-Management1/#tabs-2](https://www.cips.org/en-GB/Knowledge/Procurement-topics-and-skills/Risk-mitigation/Risk-Analysis-and-Management1/#tabs-2)

[Collaborative Working - https://www.cips.org/knowledge/procurement-topics-and-skills/efficiency/collaborative-working/](https://www.cips.org/knowledge/procurement-topics-and-skills/efficiency/collaborative-working/)