

BOB LISNEY

LRL CONSULTANCY SERVICES

PROCURING THE FUTURE

- £150 BILLION
- LEVER FOR NEW TECHNOLOGY

■ ***Difficult!***

4 P's

- PROCEDURES
- PEOPLE
- PREJUDICE
- PRIORITY

- *SUSTAINABLE
PROCUREMENT STARTS
AT THE TOP*

- LEADERSHIP

- PRIORITY

SETTING

££££ THE BILL ££££

- FOOD
- FURNITURE
- PAPER
- *EQUALS WASTE*

PRIVATE SECTOR EXAMPLES

- WALMART
- VIRGIN
- FORD
- HONDA
- BP
- SHELL
- ROLLS ROYCE

SMARTER CLIENT

- CREATE DEMAND
- BUILT DEVELOPMENT
- SPATIAL PLANNING

INNOVATION

- 4 P'S
- SPECIFY OUTCOMES
- LEADERSHIP
- FORWARD PROCUREMENT
- LOCAL AREA AGREEMENTS

- *TAKE SOME
RISKS*