Applying Agile to Procurement: a workshop

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proportionate
What is procurement?
2012: Procurement hearing about Agile
2013: Procurement using bits of Agile
2014: 1st UK Gov Procurement using Agile
2015: Agile and Procurement learning
2016: Agile Procurement in non-digital
2017: Agile Procurement in UK Gov Health
2018: Agile Procurement a real need
2019: ..........................................................
What worries procurement people about “Agile”

- Not robust
- Weak risk management
- Scope creep
- Cost increases
- Wasting time
- Small incremental needs lots of work
- Contracts limit agility
- Blanket application
- Measuring performance
- Ambiguous
- Lack of process
Paul Downey @psd · 19/02/2015
Agile: make it up as you go along.
Waterfall: make it up before you start, live with the consequences.
Discussion

A. What prevents procurement being agile
B. How to get procurement to join (and stay within) the multidisciplinary team
C. MVPProcurement - what is needed
D. What agile skills / training do procurement people need
E. What are the benefits of procurement being agile
F. What do you need to know about procurement to make it more agile
G. One thing you would change to make procurement more agile
Procurement Principles
Principle 1: Be open:
  ● don’t wait to be engaged, engage early and discuss the undiscussable
  ● show and tell people about procurement

Principle 2: Get involved:
  ● be part of a multi-disciplinary team and don’t be afraid to ask for help
  ● communicate the “done”, “doing”, “to do”
Principle 3: Know the need:

- immerse yourself in what is required
- understand the options to fulfil the need

Principle 4: Communicate:

- do more face to face (simple language) talking – discussion is healthy
- continuously celebrate success and promote the stuff you are doing
Principle 5: Simplicity:
- reduce the number of things you do – the minimum can be acceptable
- challenge the sequence of events, make things easy to read / useable

Principle 6: Change:
- accept things change – embrace new ideas and learn
- be adaptable (don’t just say no)
Principle 7: Market:

- continuously engage with the market – listen and learn
- embrace innovation and new ideas
If you’re not fearing you might be fired, you’re probably not being bold enough.
One small step for agile.

One giant leap for the procurement kind.