

PSML

The power of SCM network

Procurement Competences

Based on 2 programs run by PSML

Mariusz Geratowski

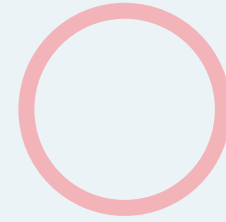
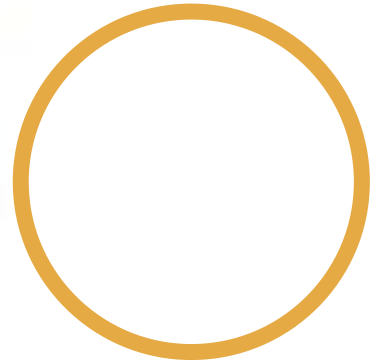
PSML President, IFPSM Board Member



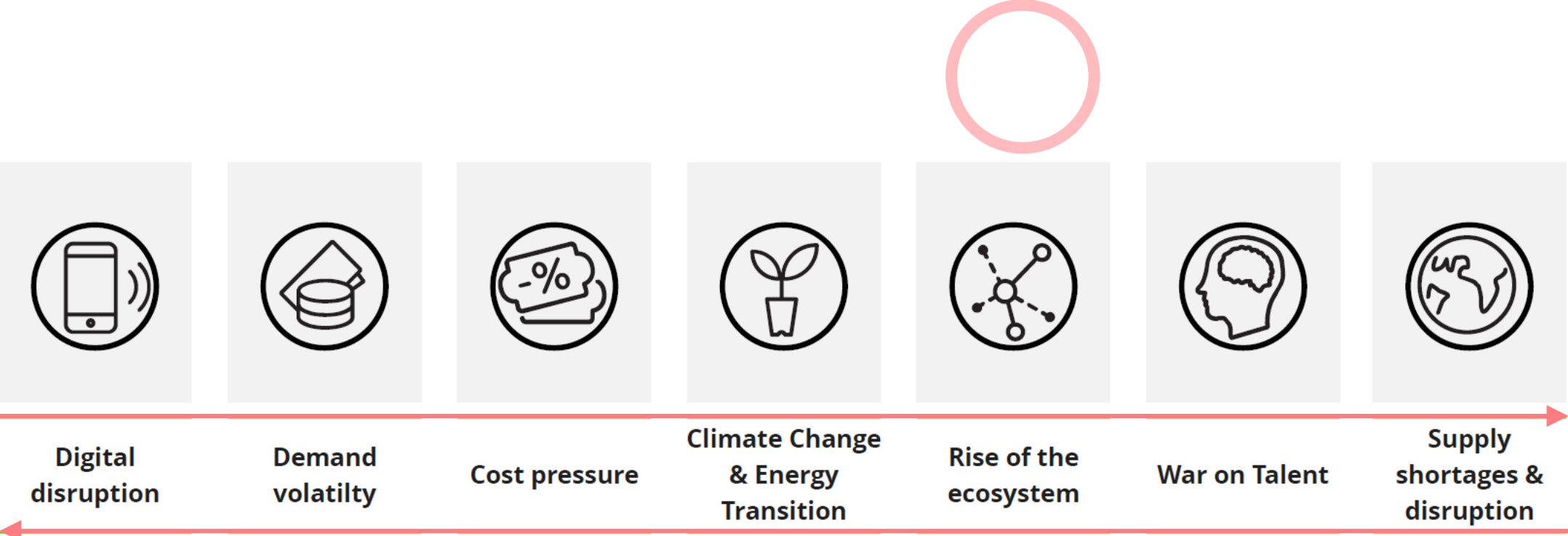
Mariusz Gerałowski

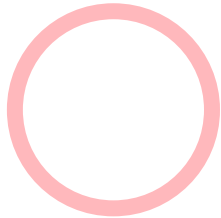
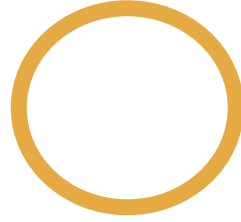


Is Procurement work **changing** temporarily or changing for good?



Trends impacting Procurement function





> WIN MOST-WANTED DIGITAL TALENT!

TOP YOUNG 100

Vision

Labor market entrants know the **practicality** of their **domain** and have skills & practice **deploying technology** to **solve** real business problems

Teaching and learning become **democratic proces** with engaged business, mentoring and reverse mentoring supporting lifetime cross-generation learning.



Top Young 100
Edition VI
Developing Digital
Talent

Who is a digital talent?

- Understand digital **transformation** schemes
- Apply **process & analytical** thinking
- Live and breath **virtual team**
- Apply **agile thinking** and ways of working
- Deploys solutions using **visual programming** tools to **build solutions**
- **Bridge business and** IT speaking fundamentals of both worlds
- **Soft Skills** – read people (personality profiling), communicate on target, lead



Top 100 students in one place

Top Young 100

One-year

development programme co-designed by three key stakeholders: business, academics and students

Business Challenges

Real challenges of companies solved by students

Mentoring

Student's developmental relationship with a business expert

Workshops

developing digital competences and more



75% of solutions for business challenges have been implemented in companies

How does it work?

In 12 Month Term, students become digital talent during solving business cases, workshops....

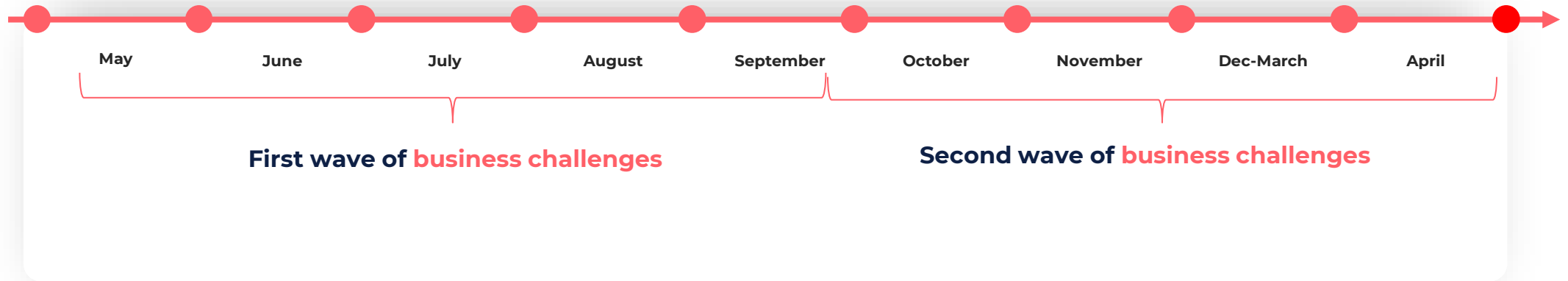
Mentoring & Reverse Mentoring

Workshops

Study visits in enterprises, competitions

Closing & Opening conference

Two stages of recruitment



C++

Trainings:

No-code



Word Cloud

Personality Styles

Project mgt.

Analytics

Presentation

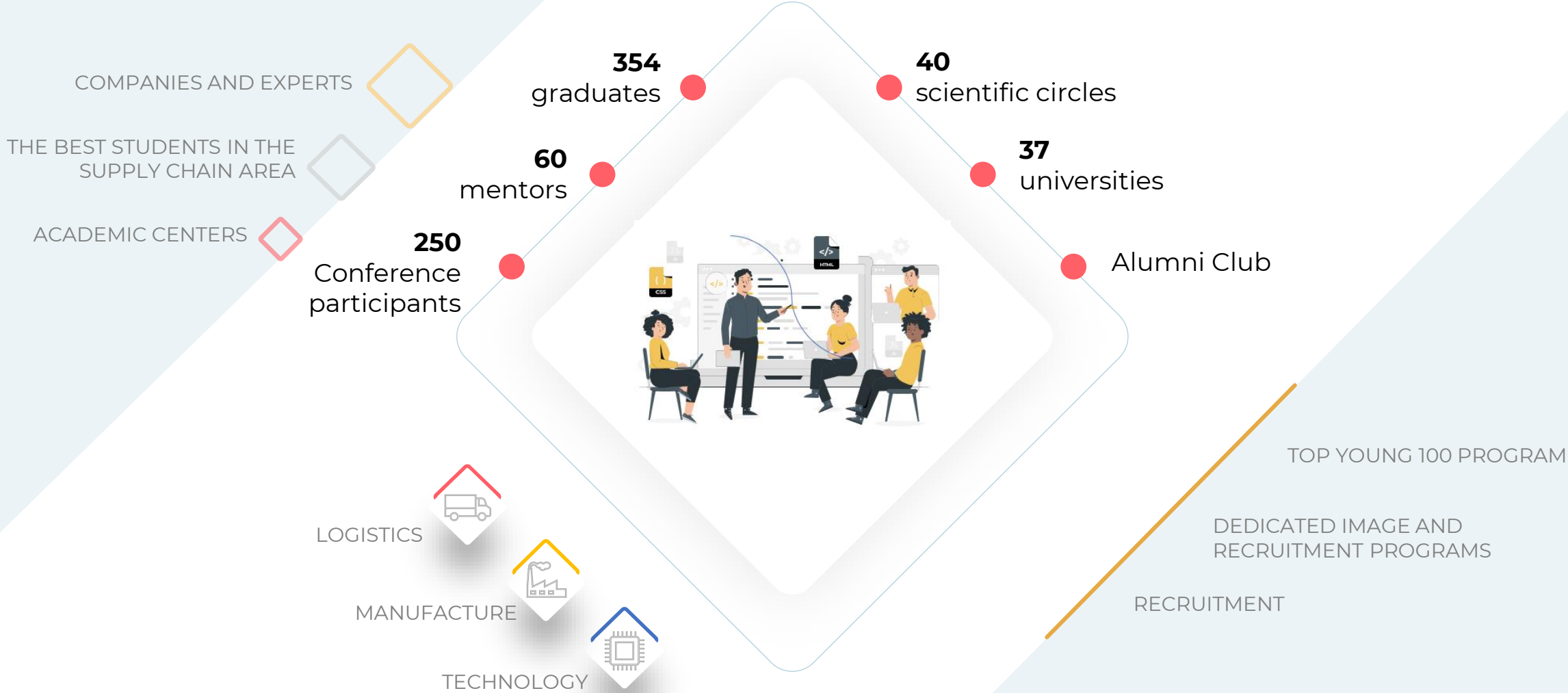
Communication

Agile

Js



We create an ecosystem to support the knowledge-based, digital economy



We have been generating **TOP TALENT PIPELINE** cooperating with leading companies and academic centers



* PARTNERS OF THE 5TH EDITION OF TOP



TOP YOUNG 100
Jubileuszowa konferencja Vedycji

„Powerful Connection”
academia-science-business

Discussion panel
„New rules for employer – employee relationships”

Invest Partners
PSMIL
The power of SCM network
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 Maciej Kaniowski Head of Global Operations Avon	 Andries Retief CEO Central & Eastern Dix Supply Chain	 Emilian tyga Graduate of the second edition Top Young 100 Business Development Manager
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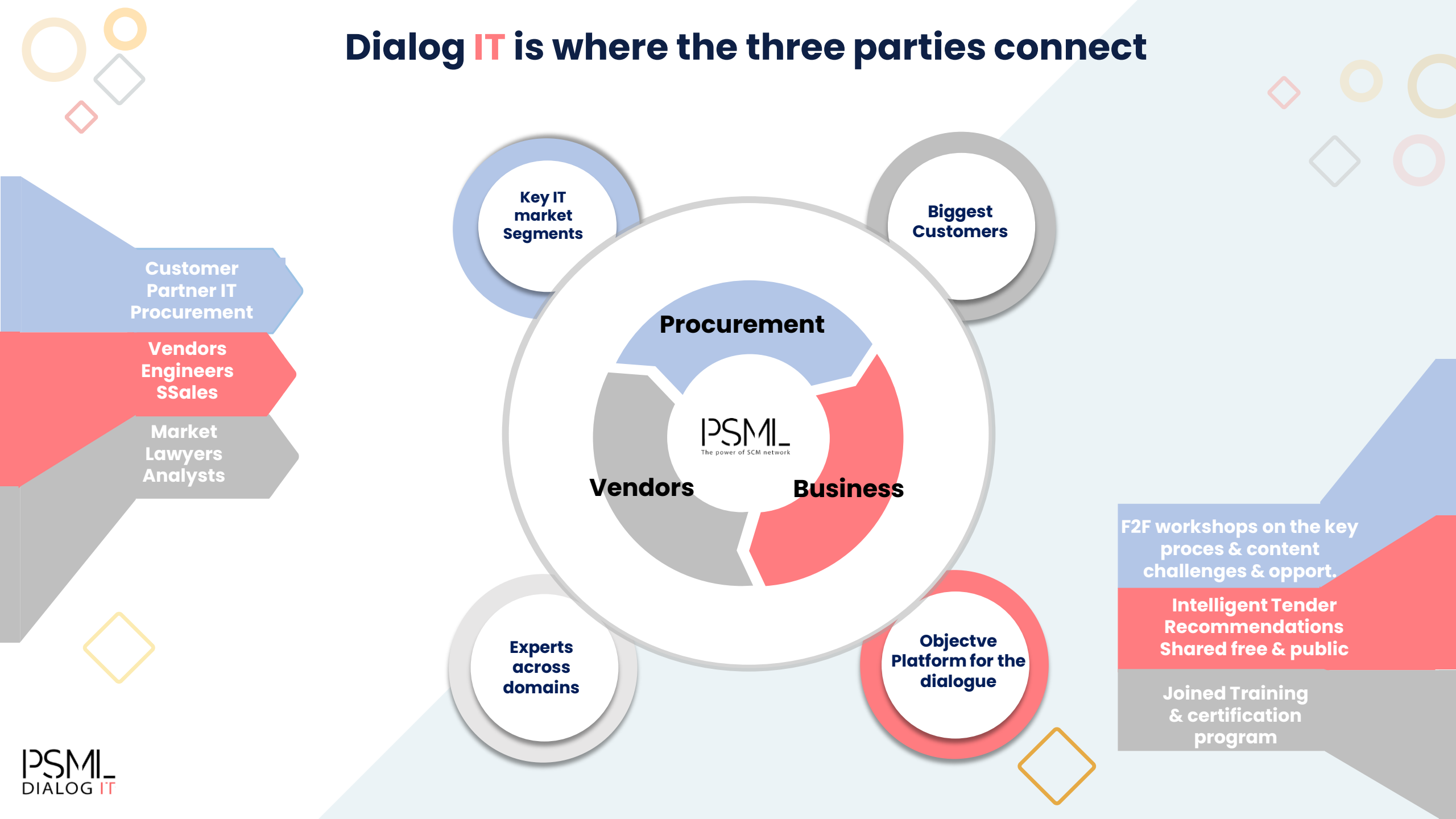
PSMI
DIALOG IT

Intelligent IT tenders

PROCUREMENT PARTNER IT



Dialog IT is where the three parties connect



Key IT
market
Segments

Biggest
Customers

Customer
Partner IT
Procurement

Vendors
Engineers
SSales

Market
Lawyers
Analysts

Procurement

PSMI
The power of SCM network

Vendors

Business

Experts
across
domains

Objective
Platform for the
dialogue

F2F workshops on the key
proces & content
challenges & oppot.

Intelligent Tender
Recommendations
Shared free & public

Joined Training
& certification
program

Dialog IT Workshops generating recommendations, turn into trainings

Cloud, Body Leasing, Hardware, Software, IT Services, New Technologies



Workshops
DialogIT experts
Cloud



Workshops
DialogIT experts
Body Leasing



Workshops
DialogIT experts
Hardware



Recommendations



Recommendations



Recommendations



Training
Cloud



Training
Body Leasing



Training
Hardware



Training
Procurement



Training
Procurement



Training
Procurement



Certification
Procurement Partner IT



Workshops generating recommendations, turn into trainings.



Intelligent Tender

- Step by step process Recommendations
- Address key process elements
- Enable closing the information gap (vendor technology - Client business model)

Procurement Partner IT

- Certification Program
- 6 modules

Procurement Partner **IT** certification Program,

Who is **Procurement Partner IT** ? The competence model.

- Has a solid subject orientation (**technical, legal, market**) in key IT technology areas. Understand main aspects of decision making and decision impact when technology selected for main IT areas:
 - **Cloud / Body Leasing / Hardware / Software / IT Services / New Technologies**
- **Understand schemes of digital transformation.** Capable in interpreting digital transformation strategy of own organization, moderate developing and efficiently communicate the business requirements to suppliers;
- Define and **articulate** internally **meaningful questions**, on the merit of given technology deployment, also scale and format of technology deployed, in a context of digital transformation objectives;
- **Adapts structure and format of supplier relationship**, also contractual, to own organization operating model (agile approach);
- **Assumes lead role in tender project**, effectively managing the team presenting **ownership** and aiming the team effort on **solutions** (design thinking);
- Capable of **acquiring market intelligence** on available **solutions**, effectively **initiate internal dialogue** for considering innovative solutions (**change management**).



Collaborate to grow the pie
Compete to share the pie

hund

HRVATSKA UDRUGA NABAVNE DJELATNOSTI
CROATIAN ASSOCIATION OF PURCHASING

Mariusz Geraltowski

