

FAPPO

“The Power of Performance in Procurement”

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Public procurement plays a key role in organizations achieving their objectives, adhering to guidelines and planning for uncertainty. With that comes an increased requirement for public procurement professionals to demonstrate a high level of integrity, ethics and communication. To help establish recognition for professionalism within the public procurement industry it is fundamental to first look at how officials should conduct themselves to set the standards. Although within the business field and most professions there are unspoken standards of how someone shall conduct themselves professionally, there are a few key aspects for demonstrating professionalism within public procurement.

Communication is imperative within the public procurement profession. Procurement is the central hub of all communication between not just the suppliers and internal clients but also across all departments within the organization as well. Organizations look to procurement professionals to be involved with all internal department purchases and being able to communicate effectively and efficiently is crucial. As procurement professionals within an organization the ability to uphold and consult on all guidelines,

policies and government statutes to be sure that all transactions and interactions are done appropriately to help protect internal clients, suppliers and the organization itself. The ability to effectively communicate within this industry is also balanced with the necessity to be properly educated and trained.

Continual education and training within the public procurement field is absolutely necessary and imperative to ones success in being a great procurement professional. There is a vast array of seminar, classes, conferences and webinars offered to educate new and seasoned procurement professionals. Once the procurement professional has met the minimum required experience, achieved a higher education degree and attended direct procurement training contact hours they have the option to study and test to become certified within this field with such certifications as a Certified Professional Public Buyer (CPPB) or Certified Public Procurement Officer (CPPO) through the Universal Public Procurement Certification Council (UPPCC) or the Certified Professional in Supply Management (CPSM) through the Institute of Supply Management (ISM) to name a few. These and many other certifications help to enhance your knowledge and experience and increase your value and respect within your organization. What makes the public procurement profession so great is the amount of networking, sharing and sense of community within its members. Everyone is happy to encourage, educate and share ideas for the greater good. This is what makes procurement professionals not just great for their organizations but for the community as a whole.

The procurement professional community is a great source of information and learned experience for all within the field. This sense of “all for one” mentality is what makes this industry grow and thrive. Being able to learn from others who have experienced real life situations helps everyone establish a great

sense of professional standard. The ability to gain knowledge about how to write solicitations or understand statutes, regulations, policies and procedures helps the greater good of all who are involved within procurement. By sharing our knowledge and working as a whole we are able to truly create a rippling effect that is not just felt by those within the profession but also by others outside of procurement such as our suppliers and internal clients. This demonstrates the true magnitude and value that procurement brings and will continue to provide to all organizations. Along with communication, education and community within procurement there is an integral importance to act ethically in order to uphold standards.

The ability of public procurement professionals to act ethically is fundamental to not just their organization but their career within the industry. Organizations, internal clients and suppliers rely on public procurement professionals to act ethically and impartial in order to uphold statutes, guidelines and policies that protect from unfavorable impact or implications. Acting ethically within the public procurement profession is vital to increasing accountability, improving transparency and promoting respect and fairness for all involved. It is the responsibility of procurement to not participate in bribery, coercion, extortion, favoritism, illegal sourcing or traffic influence to help protect themselves, their organization and everyone involved in transactions. These ethics help to prevent adverse impact on those involved within or outside of public procurement. After discussing all of these standards that are necessary to being a public procurement professional it is important to point out that the role of those at the top plays a vital role to those within procurement and their organization.

Like many other professions and aspects of management the example is set from top management. This is why it is fundamental that all senior management exemplifies fairness, transparency and with holds

the highest standards of ethics and professionalism. The behavior of those in upper management and Board positions will affect those in lower positions as well. The ability of management to work cohesively and be clear and concise is what helps procurement team members be the best within their organization and profession. Top management sets the example and standard for all to follow within their organization. This is why it is imperative that all the standards and qualities discussed be demonstrated from management and below.

Overall the ability for those within the public procurement professional to practice effective communication, fairness, impartiality and ethics while being educated and knowledgeable is what will help set the standard for now and in the future. Sharing our experience and knowledge within the profession will help all within public procurement know how to conduct themselves to be able to provide value to their organization and professional community. It is our responsibility to be the best public procurement professionals we can be to help set the standard and raise the bar for the future of procurement.

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