

GSA Ireland – June 26th 2018 .

At the second meeting of GSA Ireland, the group of delegates from some of Ireland's largest and most influential organisations – on the supply and buy side of the sourcing equation – took part in a lively and interactive workshop that allowed strategic sourcing practitioners to air their views on the difficulties that arise when engaging in new sourcing partnerships. Issues, such as ensuring the right cultural fit, regulatory compliance and correct communication of the buyers vision were some of the many topics covered in the half day workshop hosted by KPMG.

The delegates were also challenged to consider the pros and cons of outcome-based contracting, the risk appetite of prospective suppliers and whether they undertake appropriate due diligence as a buyer or service provider when beginning a partnership.

Finally, Chris touched upon the importance of transition and exit management which all in attendance agreed was often a neglected element of a sourcing partnerships as nobody “plans for divorce when they get married”.

Participants were left with no doubt that the problems that arise when engaging in new relationships are shared by both buyers and service providers and that transparency and flexibility are the ideal qualities needed to ensure both partners are singing from the same hymn sheet before they get down to negotiating the finer details of a strategic sourcing contract.

“Even though GSA Ireland is only in its first 6 months of existence, it's already proving very engaging and informative. I'd highly recommend any organisations in Ireland who supply or buy services to get involved” Martin Ryan, Chief Commercial Officer, Capita Customer Solutions

The next GSA Ireland event is on September 18th, hosted by Invest Northern Ireland in Belfast where the next phase of the lifecycle model, Transition and Exit, will be digested and intensely debated by the sourcing community of the island of Ireland.

For more information on the event, GSA Ireland and the Global Sourcing Standard please contact the GSA team on +44 (0) 20 7292 8680 or email admin@gsa-uk.com.