



THE FESTIVAL OF



Is Agile Sourcing a Threat to the Service Provider's Pipeline?  
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#GSACFestivalofSourcing2023



# Is agile sourcing a threat to the service provider's pipeline?



**source-re**

# Views from the Trenches

It's important that both parties understand and confirm their definitions of agile



We will prioritise an agile sourcing process through our qualification pipeline



Deal sizes are dropping and we need to adapt = more agile sourcing teams to sustain growth



The client says they want an agile sourcing process but they're then not equipped to do it and it becomes a standard RFP process with a few workshops



50% of our demand is now agile sourcing

We don't hold data any agile sourcing ratios or win rates – I even checked ChatGBT...



Adoption of agile sourcing is lower in traditional (FTSE 100), Public Sector and FS



# Service Provider Research – raw data to date...

## *Pros*

Fosters really early interaction “allows us to shine and play to our best strengths”

Works well for people-led service providers

Enables access to stakeholders which is key for some vendor qualification of sales

Agile will qualify against a traditional process time after time for some vendors

Empowerment to reach the stakeholders and genuine collaboration in a structured environment will enable the best outcome for the client

Truly agile is not so common but when it happens the teams are energised and working at their optimum

## *Cons*

The client cannot always keep up or have all the necessary documents available on time

Timelines frequently slip

Agile should not be used for speed = cheap. It will lead to a rushed and sub-optimal process

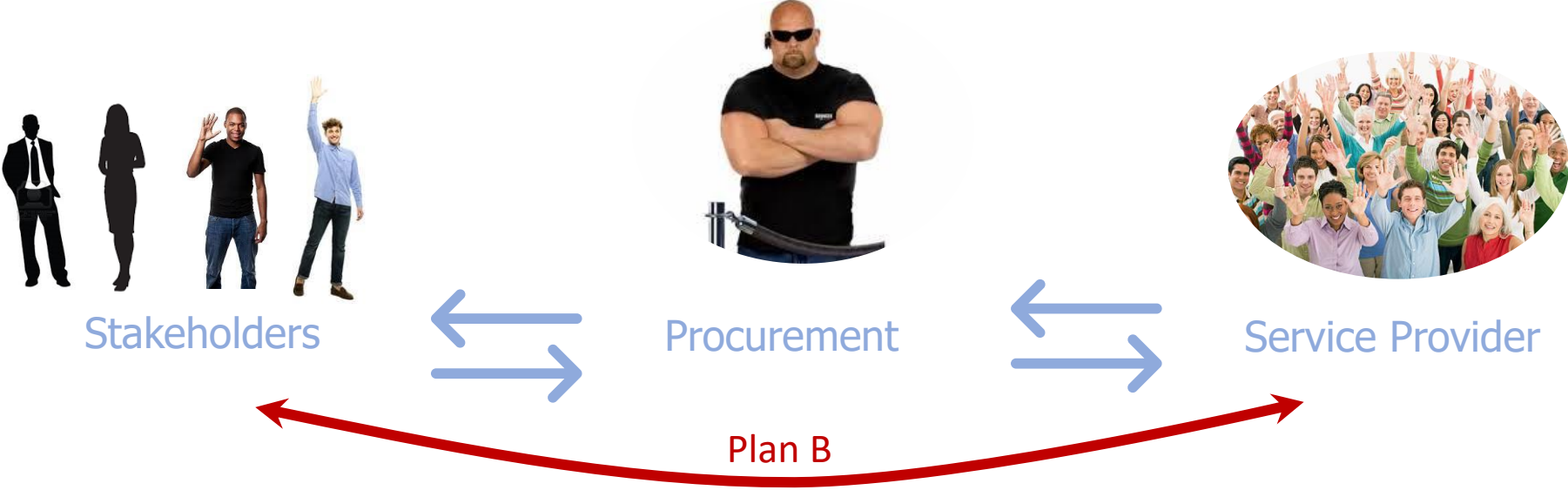
Internal governance needs to be bent, broken and eventually re-designed for agile

Agile doesn't work without a sourcing advisor engaged

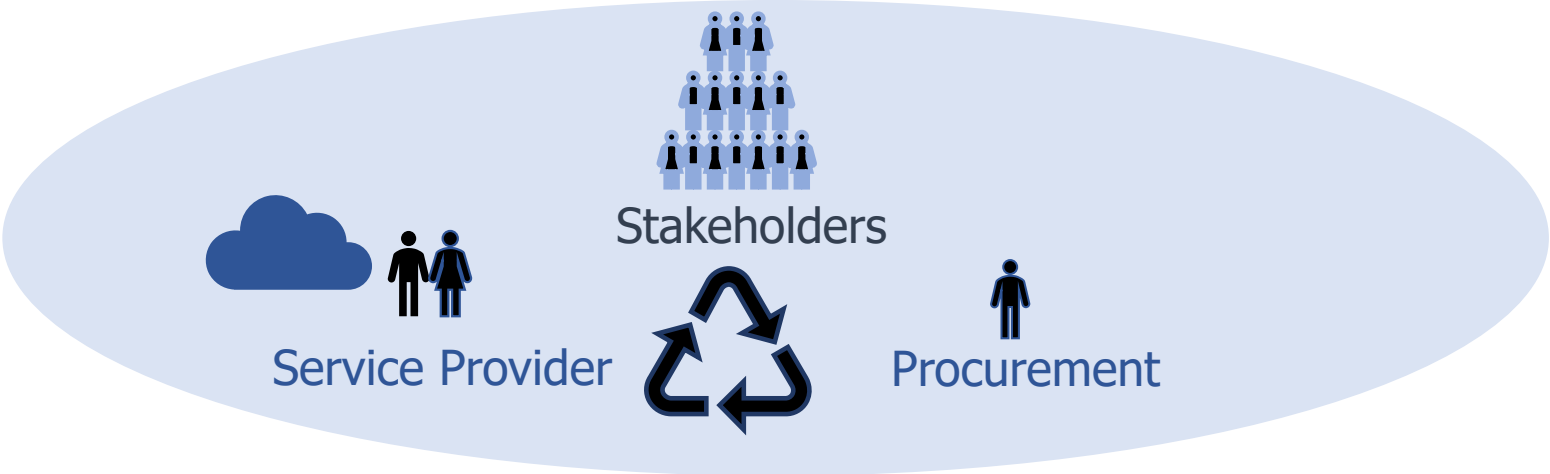
Can weed out nasty surprises on legal terms but it sucks up expensive resources on a deal that has not yet been won

An issue is an agile selection process and a traditional decision making process

# Shifting the traditional procurement mindset



Agile Mindset



# More Challenges....



Vendor Selection



Effective Communication and  
Collaboration



Performance Measurement  
and Metrics

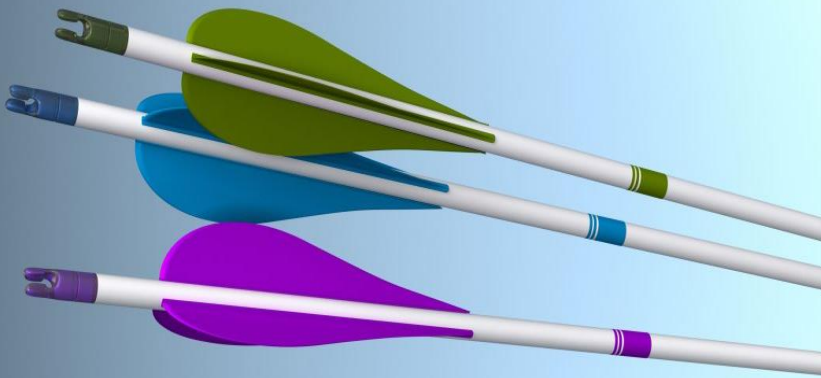


Managing Change



# The Customer's Goal

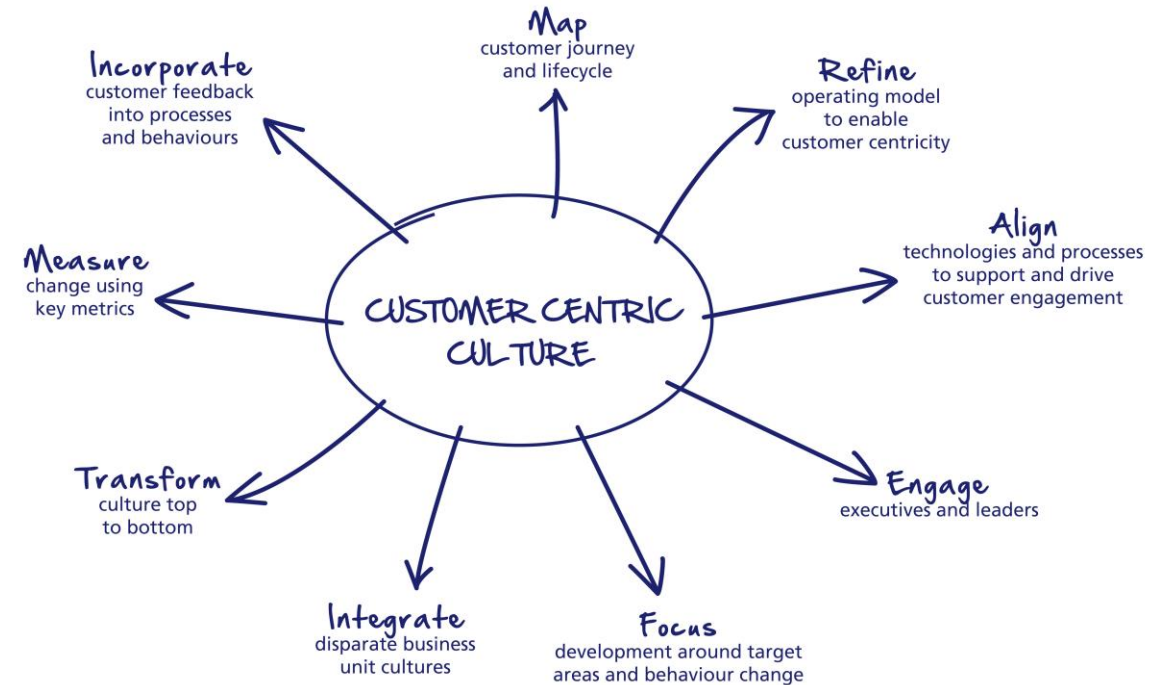
"The goal of agile sourcing is to enhance agility, speed, and innovation in the procurement process while delivering value to the organization through optimized sourcing outcomes, reduced lead times, increased supplier collaboration, and improved customer satisfaction"



# Strategies to overcome the challenges....

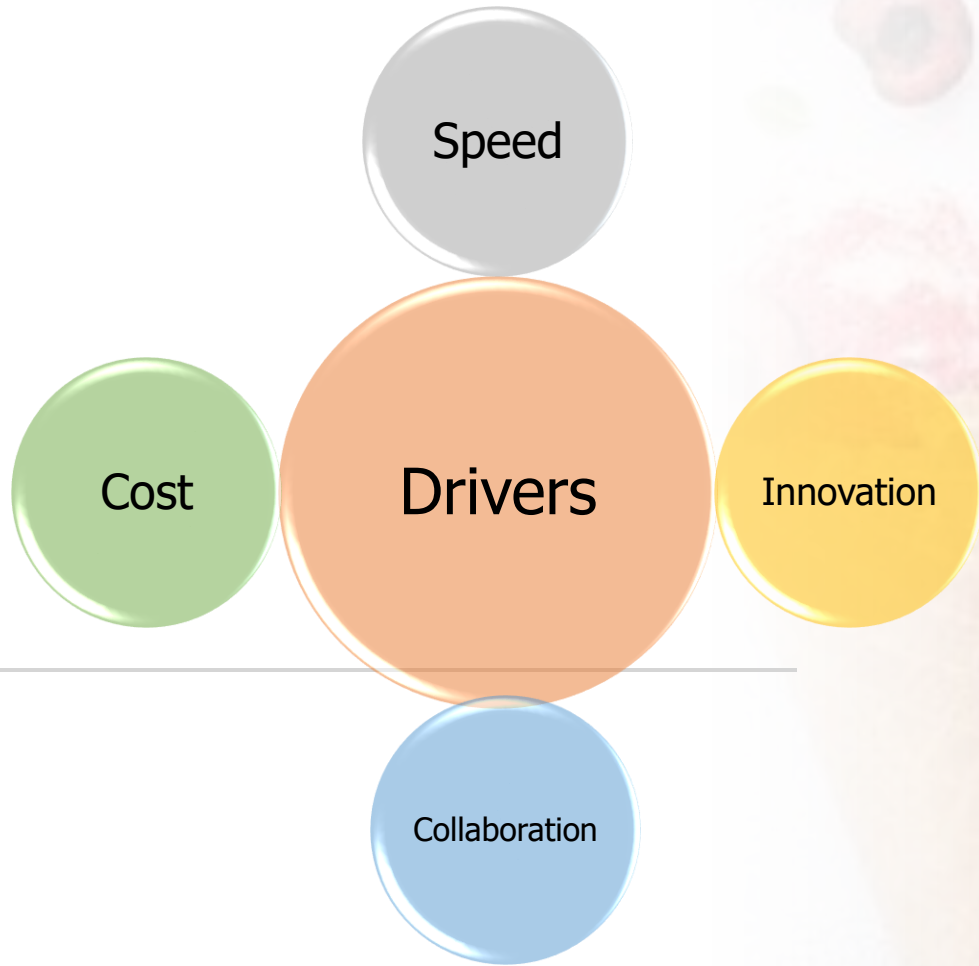


and map to your customer....





# Themes & Findings



# Themes & Findings



Competitive Advantage



Traditional pipelines



Exploring the shortlisting criteria



Reputation for excellent agile sourcing practices



Building relationships



So where are we now....



## Agile Sourcing Best Practice Guide



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## The Legal Lens

*Moderator: Terry Walby, CEO at OpenDialog*

*Kit Burden, Partner at DLA Piper*

*Mark Crichard, Partner at RPC*

*Megan Paul, Partner at Charles Russell Speechlys*

*Craig Rogers, Partner at Eversheds Sutherland*

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