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**Procurement Profiling –  
Forging Ahead**

*Biography*

Rachel is a Director of Procurement Partners Pty Ltd and has over 10 years experience in procurement and business management in a variety of industries. She is also a Director of the Australian Institute of Purchasing and has held the position since November 2002.

*Précis*

It has been described by some as a corporate epidemic – the fact that few businesses **truly understand** how much they spend, on which products and with which suppliers.

Spending with external suppliers is the single greatest expense for most organisations and yet still many fail to adequately analyse their expenditure patterns and are missing out on identifying significant opportunities to improve their procurement function.

The presentation will discuss Procurement Profiling as a key tool in Procurement Planning, how to go about implementing it within the organisation and opportunities to look for. The speaker will also address the significant shift by Government Purchasing Boards towards recommending (and in some cases mandating) the use of Procurement Profiling across government departments.