SP Coaching Options

Supporting the development of strategic, efficient, and impactful sustainable procurement programs
### BENEFITS OF A PROGRAM APPROACH

<table>
<thead>
<tr>
<th>NO PROGRAM</th>
<th>WITH A STRATEGIC PROGRAM</th>
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</thead>
<tbody>
<tr>
<td>Silos</td>
<td>Cross-functional collaboration</td>
</tr>
<tr>
<td>Efforts are less impactful</td>
<td>Efforts are focused on high impact opportunities</td>
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<tr>
<td>Evidence of benefits is anecdotal</td>
<td>Benefits are tracked, aggregated and reported</td>
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<tr>
<td>No authority to prioritize related activities</td>
<td>“Permission” and inspiration to participate</td>
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SP Coaching - Scaled to Fit Member Needs

Included in Membership:

SP Bootcamp or SP Team Launch, and the SP ReBoot annual check in

Orient you and teammates to our strategy cycle, resources, and support options

Additional options scaled to fit your needs, at a la carte pricing:

• Extend your coaching period through SP Foundations for ongoing accompaniment
• Enable added assistance with specific issues strategy development
• Engage your procurement and leadership teams in a kickoff followed by category strategy work
• Customize an engagement that suits your situation
Output: Strategic Program Plan

- Understanding of current state
- Bold vision of end state desired and defined program charter
- Clear alignment with organizational goals
- Specific goals and metrics (geared to maturity level)
- Selected and supported focus areas and solution strategies
- Stakeholder engagement strategy
- Program metrics for impact/success
- Refreshed annually to progress towards leadership
SP Bootcamp

Compressed (2 hr) orientation to the SPLC Strategy Cycle for work plan development

Activities (abbreviated) – review:

- Organizational Inventory
- Goals and Metrics Development
- Stakeholder Engagement planning

Brief workplan support document pointing to appropriate resources for execution

Each bootcamp will include up to 8 participants from different member organizations

For sustainable purchasing leads with limited time
SP Team Launch

• One 4-hour virtual workshop (or 2 2-hour workshops)
• Up to 6-8 participants from your organization
• Activities: document existing org. commitments/priorities/activities; brainstorm goals by issue and category and filter by feasibility and impact
• Outputs: organizational inventory, category goals and stakeholders identified
SP ReBoot

Yearly refresher for current SPLC members who have participated in SP Coaching options previously.

The one hour session can focus on yearly goals prioritization or other program-related consultation.
SP Foundations

• Four virtual 1-hour workshops over a 2 – 4-month period
• 1 – 4 people from the same organization
• **Activities**: document existing organizational commitments/priorities/activities; fine tune vision and define program; filter goals by feasibility and impact; work through strategy cycle for selected strategies
• **Outputs**: organizational inventory, program vision and charter, strategic program plan including goals & strategies, recommended resources for your program
• Quarterly check-ins with SPLC staff for 1 yr
SP Foundations+

- Four virtual 1-hour workshops over a 2–4-month period + Additional SPLC staff consulting hours for set hourly rate
- 1–4 people from the same organization
- **Activities:** document existing organizational commitments/priorities/activities; fine tune vision and define program; filter goals by feasibility and impact; work through strategy cycle for selected strategies
- **Outputs:** organizational inventory, program vision and charter, strategic program plan including goals & strategies, recommended resources for your program
- Quarterly check-ins with SPLC staff
SP Bootcamp Plus – Virtual

- Full day event – virtual for now, in-person when possible (may be split into 2 half day sessions)
  
  **Part 1: Organization Activation** – Introduction to Sustainable Purchasing (for as large an audience as you wish)

  **Part 2: Establishing Goals & Applying the Strategy Cycle** – Hands-On Workshop for area leads to develop category or issues strategies

- **Outputs:** Internal stakeholder engagement; Strategic Program Plan with recommended resources
SP Strategy Collab – Virtual

• Two-day virtual event
  
  **Part 1:** *Organization Activation* – Introduction to Sustainable Purchasing

  **Part 2:** *Vision workshop* – with C-Suite & key internal stakeholders

  **Part 3:** *Establishing Goals & Applying the Strategy Cycle* – Hands-On Workshop for area leads to develop category or issues strategies

• **Outputs:** Internal stakeholder engagement; Program Vision; Strategic Program Plan with recommended resources