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>
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<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

Additional options at a la carte pricing:
- Extend your coaching period through SP Foundations for ongoing accompaniment
- Enable added assistance with strategy development for specific issues
- Engage your procurement and leadership teams in a kickoff followed by category strategy work
- Customize an engagement that suits your situation
SP Coaching options

Included with membership
SP Bootcamp

For sustainable purchasing leads with limited time

- Compressed (2-hour) 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
SP Team Launch

• One 2.5-hour virtual workshop (or broken into 2 sessions)
• Up to 6 – 8 participants from your organization
• **Activities:** document existing organizational commitments, priorities, activities; brainstorm goals by issue and category and filter by feasibility and impact; stakeholder assessment
• **Outputs:** organizational inventory, category goals and stakeholders identified
SP ReBoot

- Yearly refresher for current SPLC members who have participated in SP Coaching options previously
- 1-hour session can focus on yearly goals prioritization or other program-related consultation
SP Coaching options
Available ala carte – inquire about pricing
• 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 year
• Four virtual 1-hour workshops over a 2–4-month period, plus 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
Contact us at info@sustainablepurchasing.org to get started!