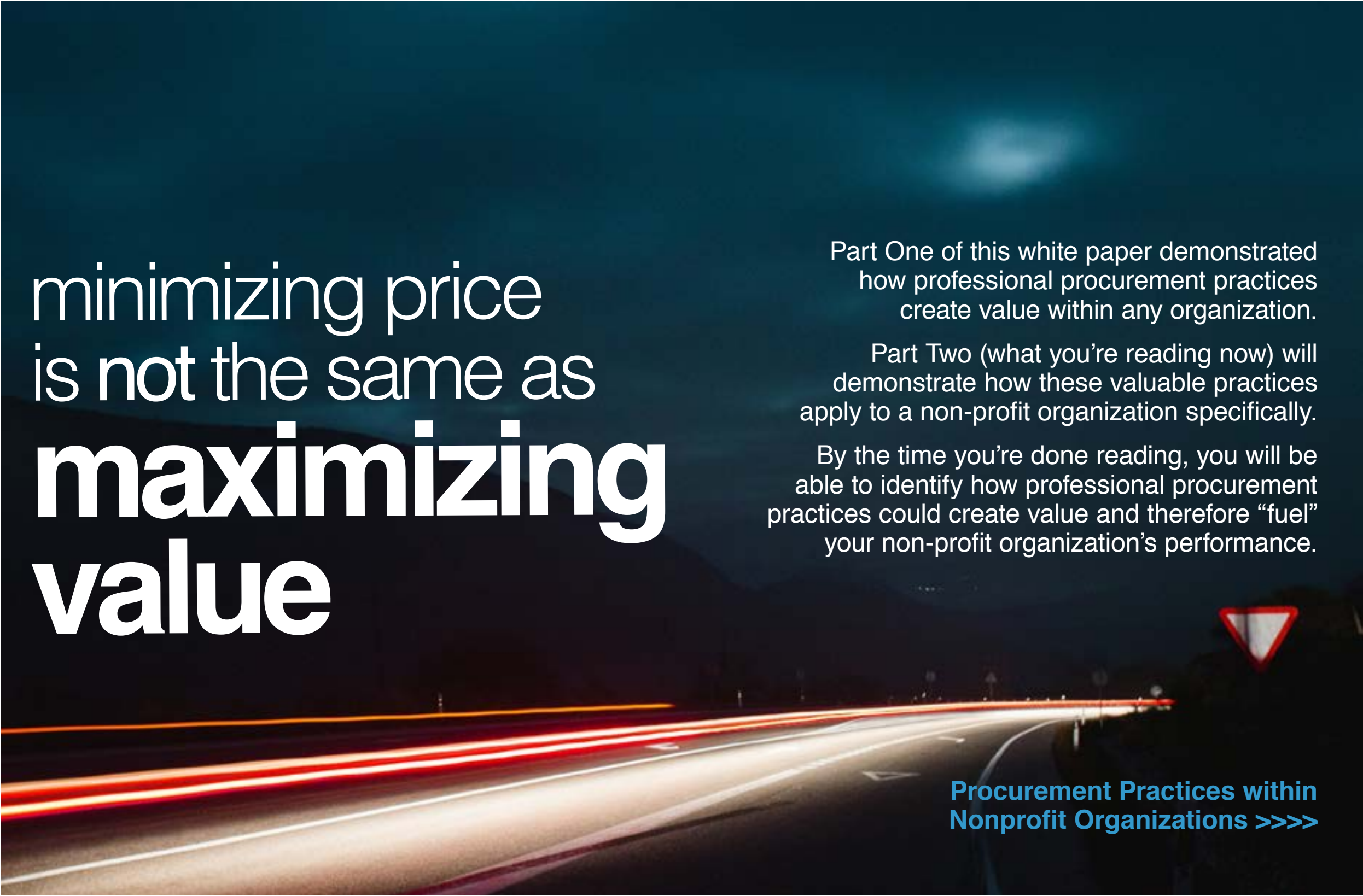




THIS IS HOW PROCUREMENT FUELS NONPROFIT PERFORMANCE

WHITEPAPER FIVE | PART TWO



minimizing price is not the same as **maximizing value**

Part One of this white paper demonstrated how professional procurement practices create value within any organization.

Part Two (what you're reading now) will demonstrate how these valuable practices apply to a non-profit organization specifically.

By the time you're done reading, you will be able to identify how professional procurement practices could create value and therefore "fuel" your non-profit organization's performance.

**Procurement Practices within
Nonprofit Organizations >>>>**

NONPROFIT PROCUREMENT PRACTICES...



R Changing the way things are done within an organization can feel scary - especially if the proposed change involves spending funds on products and services that the organization is unfamiliar with. Procurement Pros have the ability to educate decision makers within the organization by presenting alternative approaches for how the change could be implemented. Often this is done by evaluating vendors on how suited they are to facilitate the desired change, provide training so the organization successfully adopts the change and empower the client to develop expertise. Critically, this evaluation will be tailored to the social mission of the non-profit organization. Therefore, the Procurement Pro will consider how well prospective vendors align with the client's mission and rule out inappropriate options.

For example, a non-profit organization may see value in leveraging automation to offer a 24-7 helpline through social media. The organization expects this to reduce the need to recruit late night volunteers while simultaneously improving the helpline's response time and quality.

However, that same organization may be concerned with the impact of automation on broader unemployment trends. A Procurement Pro can help that organization systematically evaluate prospective vendors' ability and willingness to train staff and other community stakeholders in a way that improves their employability as well as negotiate the nitty gritty details of that agreement.

NONPROFIT PROCUREMENT PRACTICES...



R Trying to keep the lights on while helping others feels easier much easier and more rewarding when contributors can clearly see the positive results of the effort they've been putting in.

The goal here is to find a vendor partner that will line-up neatly with the client organization's mission and values. The vendor must understand their client as much as the client must understand their vendor. The right partner will look at the potential long term relationship and not just the immediate profit of selling a product or service.

For example, there are times when negotiations hit a wall of sorts, when a vendor can not provide any deeper discounts on pricing, or the services offered are limited to scope of the work being performed. In cases like this we can look at what a vendor can offer the client outside of the traditional services they may offer. In one case a vendor was prepared to donate their time by volunteering a full day's work to the client. In other cases we have negotiated a commission paid to the client based on total sales revenue.

NONPROFIT PROCUREMENT PRACTICES...



GIVE DECISION MAKERS CONFIDENCE IN THEIR SPENDING DECISIONS

RWhether you are looking at opening a new office, replacing old office furniture or engaging with an auditing company, it is vitally important to ensure that your choices will be the right ones and that any and all concerns about how much money is being spent are addressed.

By incorporating a formal competitive selection process that includes a cross functional selection team, weighted selection criteria and a public posting of an RFP, you are limiting the risk involved and can gain confidence in your spend and make decisions that you won't regret later.

A formal competitive process begins with understanding the client's need and translating that need into a RFP. Appointing a cross-functional selection team made up of individuals that will be directly impacted by the decision and establishing weighted selection criteria are imperative steps in the process to make the right choice is ultimately made.

This is our core business at Round Table. We understand needs, help put a selection team together, develop selection criteria and manage communications with vendors, provide evaluation materials and compile the selection committee's results. All in all, we are involved right up until the agreement is signed to make life easy for our clients.

About Us

We go beyond traditional practices to get great results.

Most procurement professionals are very good at the core purchasing skills, but our experience has led us to broaden our approach to achieve maximum benefits for our clients.

We save organizations time, money and headache.

Professional procurement is about understanding what is needed and how best to get it. By focusing on procurement, Round Table can offer nonprofit organizations the expertise needed to increase benefits and reduce risk associated with spending money.

We offer practical solutions for nonprofits of all sizes.

Round Table achieves cost savings, quality improvement and operational efficiencies by offering a spectrum of practical procurement solutions.



PAUL STANFORD
SENIOR ASSOCIATE

[learn more](#)

