



Supply Selection & Supply Chain Management

from the client's perspective



The Ideal Scenario

- Client
- Early engagement
- The brief
- Service providers
- No scope change – no variations
- Payment



The Client – understanding the challenges

- Cost driven
- Decision making
- Skill set
- Conservative
- Risk averse



The Client – the impact

- The best, now, for free
- Tendering
- Bulk procurement
- Programme
- Variations



Supply Chain – the factors

- Luck
- Relationship
- Educate

what benefits the supplier, benefits the client – best value...



Supply Chain – for the client

- Big picture
- Skill set
- Strategy
- The Team
- The Brief



Supply Chain – for the client

- Preferred suppliers = \$ savings
- Risk Management
- Review and improve
- Innovation

