

The Association of Procurement and Supplies Professionals (APSP)

Towards Redefining and Strengthening Professionalism

Legal and Capacity Building
Committee



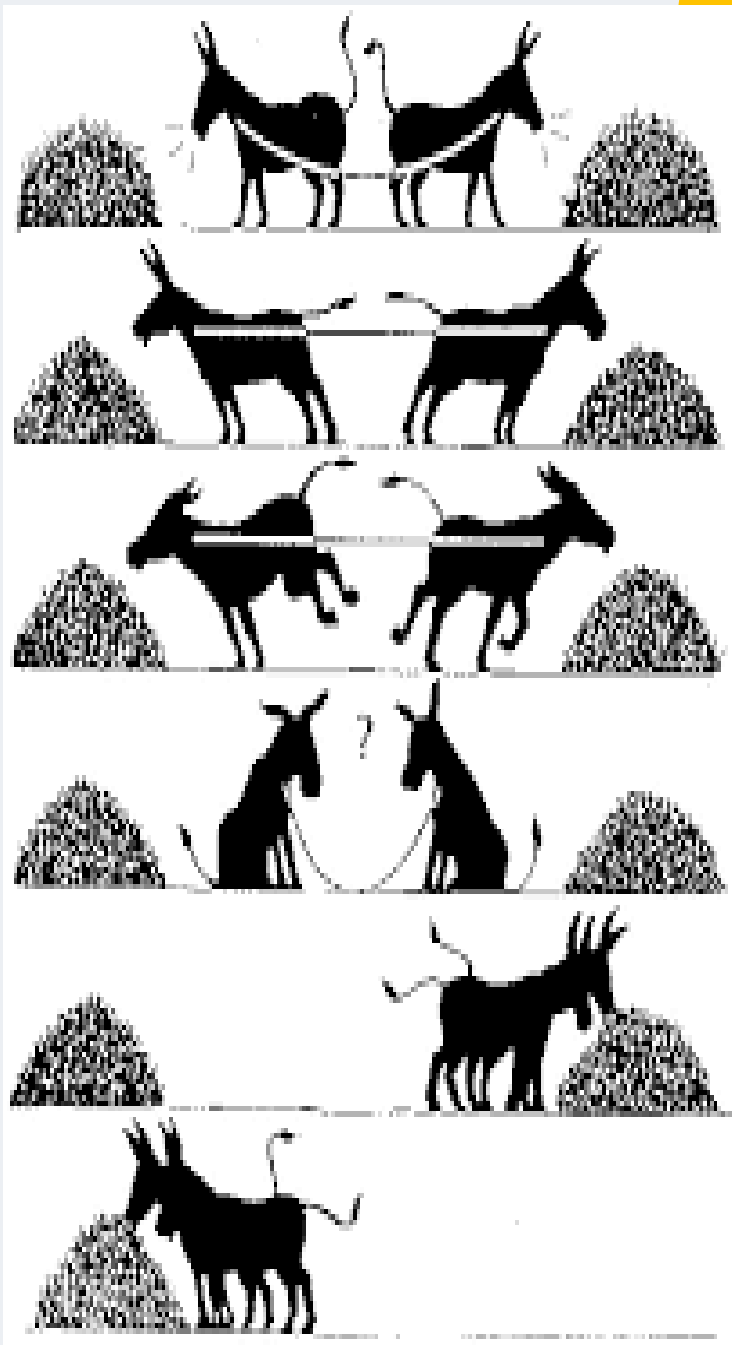
INTRODUCTION....1

- **Worldwide there is a call for professionalism and professional practices.**
- **Procurement and Supplies like any other professions is not lagging behind in enforcing best practices.**
- **As the implications of unprofessional conducts are enormous.**
- **The World Bank approximated that governments worldwide spend 9.5trillion USD in procurement each year.**
- **This in turn has increased the public demand for professionalism.**
- **As a result, there is mounted pressure on procurement and supplies professionals.**

INTRODUCTION....2

- ▶ Most often, the media has been reporting the loopholes and inefficiencies despite the existence of best professional practices.
- ▶ As professionals we are a TEAM (Together Everyone Achieves More) that can change the image of our profession and achieve more together.





“...talent wins games, but teamwork and intelligence win championships...Michael Jordan”

Likewise, as Professionals there is a need to work together and achieve the common goal as a TEAM rather than pulling each other apart.

Teamwork and comradeship can take us to the “promised land” and redefine professionalism.

Therefore, by joining hands together through a formalised association, we are going to foster procurement and supplies management debates and discussions as well as building capacity and experience sharing

THE ASSOCIATION (APSP)

- ▶ Professionals when organised in an association, the association gives them power and credibility.
- ▶ An opinion of one individual may not be heard no matter how meticulous it is.
- ▶ However, an association can help to accomplish what an individual cannot accomplish alone.
- ▶ The association maintains an oversight of the knowledge, skills, conduct and practices based on the acceptable rules.
- ▶ In similar view, the Association of Procurement and Supplies Professional (APSP) has been established.





Vision

To advance members' capacity through professional excellence, capacity building, good governance and integrity.

Mission

To enhance the members' capacity through professional development, innovation, research and consultancy for optimum benefits to its stakeholders

TRAINING NEEDS ASSESSMENT (TNA)

- ▶ Towards achieving the vision and mission of APSP, a thorough TNA was conducted.
- ▶ The aim was to determine potential areas for capacity building among professionals
- ▶ The TNA also determined the most appropriate timing and preferred mode of delivery based on convenience of members.
- ▶ An online survey was conducted to reach out the majority
- ▶ Preliminary findings indicate that training is an essential part of professional career development
- ▶ Training would expose professionals to new concepts, techniques, best practices (through benchmarking), knowledge and skills

PROFESSIONAL TRAINING AREAS

PROCUREMENT

- ▶ Strategic procurement (78.6%)
- ▶ Procurement audit (75%)
- ▶ Disputes and mitigation undertakings (60.7%)
- ▶ Tendering documents preparation and customization (57.3%)
- ▶ Procurement of consultancy services (53.6%)
- ▶ Electronic procurement (53.6%)
- ▶ Donor funded procurement (50.0%)
- ▶ Procurement arrangements and methods (50.0%)
- ▶ Sustainable procurement practices (50.0%)

SUPPLY MANAGEMENT

- ▶ Risks and mitigation (71.4%)
- ▶ Stock/assets valuation (60.7%)
- ▶ Inventory management and control (53.6%)
- ▶ Stocktaking and audit (42.9%)
- ▶ Assets disposal (34.7%)
- ▶ Warehousing (32.1%)



OTHER TRAINING AREAS

TRAINING AREA

- ▶ Project management (71.4%)
- ▶ Stress management (60.7%)
- ▶ Protocols and etiquette (57.1%)
- ▶ Interpersonal relationships (46.4%)
- ▶ Business laws (46.4%)
- ▶ Customer care (42.6%)
- ▶ Records management (42.6%)

TRAINING METHODOLOGY

- ▶ Blended mode was mostly preferred (57.1%)
- ▶ Respondents prefer the training to be done physically and virtually (online platforms).
- ▶ Preferred duration of training is 5 days as supported by 53.6%
- ▶ Frequency of training should be after every 3 months supported by 75%



CONCLUSION

APSP is going to shape us in the right direction pertaining to professionalism in collaboration with the existing associations, legislative organs, professional boards, academic institutions, government agencies and departments.

LET US JOIN HANDS TOGETHER AND BE THERE FOR EACH OTHER

