

# GET HELP WITH PROCUREMENT PROJECTS AND PROGRAMMES

**PSS**  
Procurement  
Shared Service



## MEET OUR PROCUREMENT EXPERTS

Our experts in public sector procurement can support Brexit readiness, strategy development and implementation, procurement re-organisation, spend analysis, purchase-to-pay system rationalisation and tendering. Our focus is on delivering measurable results.

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# GRAEME SLOAN

Procurement Expert - Procurement Shared Service

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Graeme is a specialist in resolving large value, complex commercial procurements such as competitive dialogues in the pre-contract phase or disputes in the delivery phase.

Graeme is an experienced and successful Contracts and Commercial Director. He leads large-scale Business Process Outsourcing, IT Outsourcing and Business Transformation and Separation opportunities. Moreover, he has led large capital installation projects in both private and public sectors. These include the introduction of the BBC iPlayer app, Terminal 5, the first outsourcing of UK Passports as well as the digitisation of the MOT services.

Graeme has a passion for finding new ways of working that enable individuals to spend more time on interesting value-adding tasks rather than process tasks.

Graeme is completing an MSc in Procurement, with a special focus on Contract Automation. His Company is a sponsor of the NEC providing them with access to the latest thinking on NEC terms. Graeme is involved with the International Association of Contract and Commercial Management (IACCM). The IACCM asked him to author a well-received course for senior civil servants in commercial management.

At present, he is developing a number of tools to improve commercial operations. An example of these is a toolkit that manages obligations, good will, claims, disputes, change controls and workflow. This tool provides board members with a clear dashboard of how things are performing. This audit product can be used on a tablet or iPad to ensure compliance with contract award and procedures by your own staff prior to a National Audit Office review. As a risk, assumptions, dependencies, issues and opportunities database, it can be deployed across an organisation. It allows the board to see the overall risks an organisation is facing in the projects they are undertaking.

In his free time, Graeme relaxes by running the Wrekin Beer Festival. He also assists with various local events to help his village and play with his dogs.

# IAN LITTLEJOHN

Procurement Expert - Procurement Shared Service

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An organisation design and change management specialist with 25 years of experience, Iain has run his own consulting business since 2006. Prior to this, he worked for Vodafone, Deloitte Consulting and British Printing Company. As a consultant, he has worked across all the major business sectors on a wide variety of projects ranging from major systems implementations to organisation restructuring, to business process re-engineering and cost reduction programmes.

Iain holds an MBA from Henley Management College and BA Hons in Philosophy, Politics and Economics from the University of Oxford.

# JUDITH RUSSELL

Procurement Expert - Procurement Shared Service

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Judith has over 20 years' experience in procurement across both the public sector and blue-chip private sector organisations, such as Nissan and British Airways. She has worked in the Higher Education sector setting up a procurement operation from scratch, engaging key stakeholders and devising and delivering procurement strategy. She has worked for the Department for Education implementing an e-procurement solution for schools and delivering procurement expertise to the education sector.

She is a skilled trainer and is committed to communicating the value to be gained from best practice procurement. She combines a strategic perspective with insight into operational needs, whilst working to empower and up-skill others involved in the procurement cycle. She is keen to make the most effective use of collaboration to maximise value from the supply chain.

Judith has an economics and business degree and is a member of CIPS. Judith has been involved with Procurement Shared Services managing the Procurement Maturity Assessment Programme and delivering consulting assignments across the HE sector since 2011.

# CAROLINE BLACKMAN-EDNEY

Procurement Expert - Procurement Shared Service

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Caroline has over 26 years' experience in procurement, both in manufacturing and public sector. she joined The University of Cambridge as the first Purchasing Officer within the Central Purchasing Department. Responsible for the scientific area of spend she expanded her knowledge of Public sector procurement and started her studies for an MSc in Procurement with the University of Glamorgan which she completed in 2005. With the team expanding she was successful in becoming a Senior Purchasing Officer in 2003 and in 2004 became the Head of Procurement, until February 2016.

Caroline then moved to become the Director of Procurement for the University of Nottingham and now provides Procurement and Commercial expertise as a consultant.

As an Advocate for Procurement, Caroline's contribution to developing the professional currently spans over 16 years. Her commitment, passion and drive were recognised by attaining FCIPS status for CIPS and also the Institute for Commercial management.

# LINDA CROTTY

Procurement Expert - Procurement Shared Service

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Linda is a senior procurement professional with over 20 years' consulting experience within the public and private sectors. She works with clients to identify and deliver sustainable benefits through procurement performance improvement. She has successfully led and implemented a number of procurement transformation programmes that have achieved significant benefits in profitability and efficiencies. For instance, through the introduction of new procurement strategies, Target Operating Models and the policies and processes that support them, which include category management, supplier and contract management and procurement capability development. She has worked with senior stakeholders in complex programmes that required transformation across an organisation. In addition, she has led project teams and senior sponsor groups through the transformation journey.

Linda's experience ranges across a number of sectors including Education, Central Government, Utilities, Manufacturing, Financial Services and Retail. Linda has been involved with SUMS and the Procurement Shared Services since 2012. She has delivered Procurement Maturity Assessments and worked with universities to identify how procurement can deliver efficiency savings through transformation.

# TINA YU

Procurement Expert - Procurement Shared Service

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Tina's expertise lies in helping university procurement functions to deliver efficiencies, value for money, and transformation and change. She specialises in process reviews, audits, stakeholder engagement, category management, contract management, supplier profiling, cost reduction strategies, procurement maturity, procurement transformation, and delivering procurement training and workshops

An advocate of achieving business efficiencies, Tina brings expertise in devising strategies to enhance procurement maturity, stakeholder engagement, operational efficiencies and category management.

Tina's career experience includes both private and public sectors, 19 years of which have been gained in procurement across organisations of varying complexity and maturity.

Tina's procurement career began as a Purchasing Assistant at St Helens College. Following her relocation to Wirral, Tina worked for Wirral Borough Council where she progressed from operational through to category management roles.

In 2014, Tina joined the University of Chester as their Procurement Lead. Originally appointed into an autonomous role, Tina established pan-University collaborative practices and procedures that streamlined transactional processes and shaped stakeholders' awareness of procurement's value to commercial decisions. Tina became recognised for leading multi-disciplinary teams by working with academics, departmental and senior staff during a sustained period of accelerated transformational change which led to several successful launches of faculties and campuses and marked improvement in the institution's procurement maturity. Tina's role went on to inspire her MBA dissertation: Can Procurement Deliver Strategic Value? An Exploratory Study within the UK Higher Education Sector, and articles for Supply Management and University Business.

Subsequently, and before joining SUMS as an associate in December 2019, Tina worked for Manchester Airports Group where she developed and implemented several group-wide sourcing and cost reduction strategies.

Tina is passionate about nurturing skills and engendering opportunities through education, is an Assessment Consultant for the Chartered Institute of Procurement & Supply, and serves as an External Governor for Cheshire College South & West. Tina enjoys travelling particularly cruising, music, ballroom dancing and is currently teaching herself to play the keyboard.

# SARAH GIBSON

Procurement Expert - Procurement Shared Service

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Sarah has a wealth of experience in the IT industry, spanning private and public sector clients and a proven track record of adding value in commercial relationships especially large, complex outsourcing deal structures.

Sarah seeks to build strong relationships with clients, delivery partners and business stakeholders to understand the real issues and uses her insight and know-how to create practical commercial solutions achieving win-win outcomes for all parties where possible.

Sarah successfully supported SUPC in 2020 when she fulfilled the role of ICT Category Manager on an Interim basis.

# SHIRLEY LEWINGTON

Procurement Expert - Procurement Shared Service

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An experienced procurement professional Shirley has experience in a succession of senior roles for blue chip organisations. She is conversant in developing and implementing sourcing strategies and continuous improvement plans to deliver long-term sustainable benefits to business performance and service levels from their supply chains.

Shirley has worked with public and private sector clients to develop and deliver their procurement strategies as well as delivering training programmes to establish good practice procurement within large, devolved organisations. Shirley has developed and delivered much of CIPFA's accredited Diploma in Contract Management, a seven-module programme, giving contract managers the necessary skills, tools and techniques to establish good practice within their organisations.

Shirley also has experience in delivering a variety of training events around supply chain, including Supplier Relationship Management and Supplier Risk Management, using virtual platforms to develop inter-active events that enhance the delegates' experience.



# WENDY ALLERTON

Procurement Expert - Procurement Shared Service

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MCIPS qualified, Wendy has over 20 years extensive commercial experience managing the procurement of direct and indirect goods and services in a diverse range of categories. Operating at a senior management level for several blue-chip organisations she has experience of leading and building teams of professional procurement practitioners. She is also an experienced trainer in procurement and commercial skills and teaches on the CIPS professional qualification covering both private and public sector organisations.

She has experience in building categories and developing procurement policy and category strategy whilst fostering and developing effective relationships with stakeholders and positioning procurement as a key and credible partner.

Wendy is keen to support the development of skills of people working in procurement and has had many years leading, coaching and developing team members. She has hands-on experience of tendering, contract and supplier relationship management and managing change programmes, including the centralisation of procurement.

Wendy has recently joined the SUMS team and is looking forward to developing successful relationships and outcomes with SUMS members.



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