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## Procurement Transformation Institute

*Procurement Value Delivered*

Issue 32, 10 October 2018

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### This Week's Highlight

#### 2018 Procura+ Awards

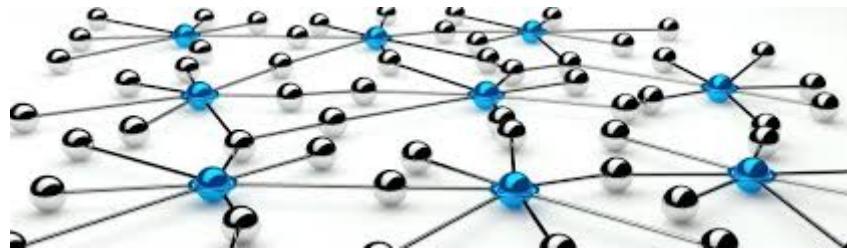
##### Barcelona, Rotterdam and Flanders Scoop Awards at Major European Sustainability Event

*The cities of Barcelona and Rotterdam, and the Government of Flanders, have scooped the 2018 Procura+ Awards at this year's EcoProcura conference in Nijmegen, the Netherlands.*

Other initiatives honored at this year's Procura+ Awards included the runners-up that pushed the winners close. The city of Aalborg in Denmark ran a close second to Flanders in the sustainable procurement category, with Ireland's Cork City Council runner-up to Rotterdam for its innovation procurement efforts.



[Read the full article Here!](#)



## “Win-Win for European Economy” - Strategic Innovation Network

### Launched

The European Union's innovation agenda was given a boost today with the official launch of a new initiative funded by the European Commission's [Horizon 2020](#) research and innovation programme.

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#### People

**Supplier Relationship Management - A Personal Journey:**  
The idea of working collaboratively with suppliers following a deal was, at best, minimal and mostly remedial.

#### Knowledge

**10 success factors for game theory in procurement:**  
Using game theory can have a profound impact on procurement negotiations, but there are rules you must follow.

#### Process

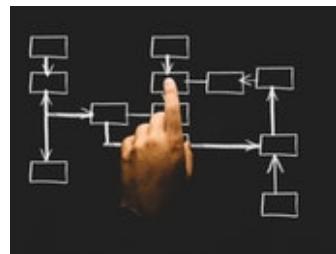
**How important is cash flow management in procurement?**  
It's crucial to know how cash comes into the business but also having a strategic approach on how cash leaves the business is just as important.



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#### Technology

#### Culture

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procurement tech is enabling innovation. Companies should be looking to procurement technology to put them ahead in the race to innovation excellence.



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