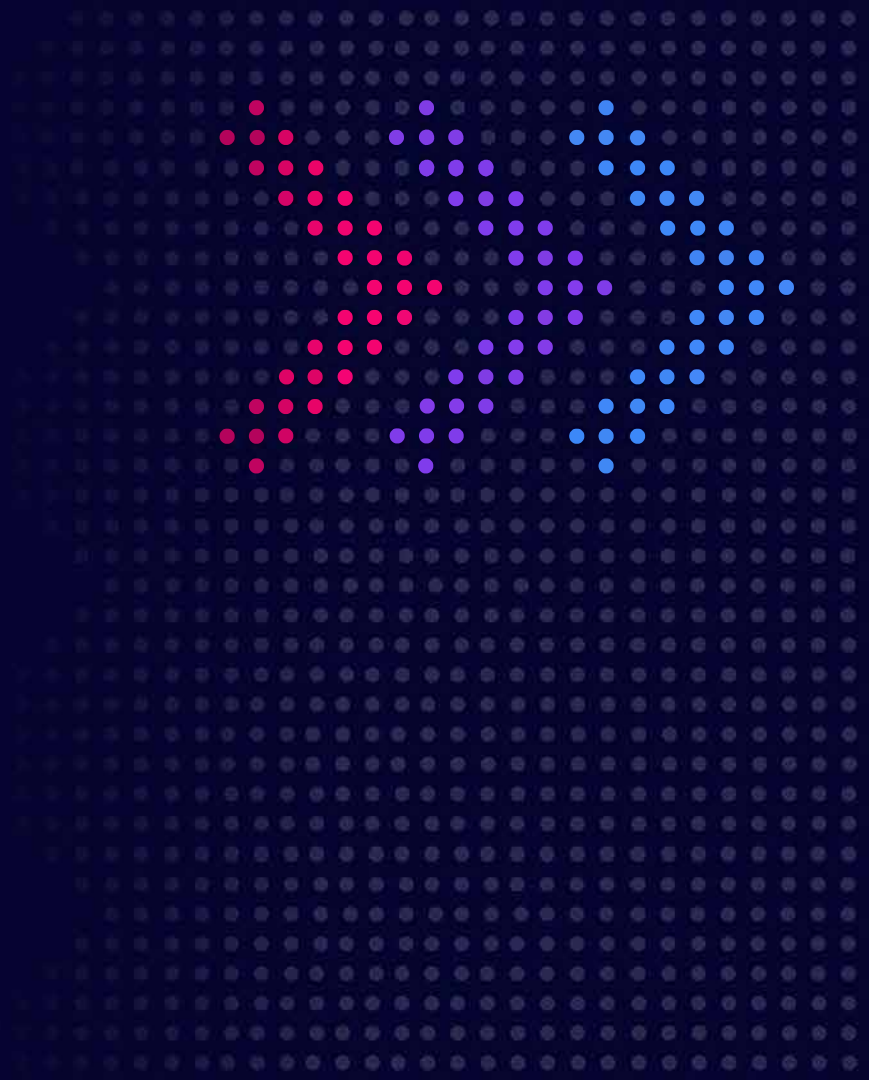


# Revenue Quickstart





# Understanding Procurement Agenda

- What are your goals?
- How do you work with the business?
- What are you measured on?
- What are the things you care most about?
- Q&A

# Q & A

- When should procurement be engaged?
- What can cause a purchase to be accelerated or decelerated in procurement?
- How would you rank various aspects of a purchase in terms of importance (ie. enabling business objectives, building strategic vendor relationships, cost optimization, avoiding risk, etc.)?
- Effective and ineffective tactics sales people often use when working with procurement?