

# AGILE PROCUREMENT CANVAS

COMPLEX SOURCING MADE SIMPLE







# DEPLOYING THE LEAN AGILE PROCUREMENT CANVAS

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The Agile Procurement Canvas is a simple one-page tool that helps teams get clear on what it needs to procure, when to procure it, and how to engage engaging your suppliers around the best value proposition.

We've created these steps 1-10 to help you populate the canvas. It can be printed off as a poster or scan below for a mural file.



Free mural file

## 1. INITIATIVE DESCRIPTION

Add the name of your initiative, the owner, current date and iteration of your version.

## 2. CAPABILITIES

- What capabilities do we expect from the partner?
- What capabilities address which needs?
- What's the offered solution?

### Awards

- What is the contribution of the proposed team?

## 3. UNIQUE SELLING PROPOSITIONS (USPS)

- What are this partner's top differentiators? Why should we choose them?
- Will these USPs have impact now or later?

## 4. COST STRUCTURE

- What's the pricing model?
- What's our cost structure like — rates, licenses, etc.?
- Does the cost structure fit with our conditions?
- Are these rates based on our definition of roles/services/etc.?
- Do we know people's roles? What are fixed/variable costs related to them? How will we deal with expenses?

## 5. TRUE NORTH

- What are the current strategic goals? Do we know the priorities?
- What is the weight of each strategic goal?
- Towards what goals is this initiative contributing?
- What are the goals of this partnership?

### High-level Concept

- What is the vision of each company? Do we have a match?

### Peer Feedback

- Do we believe we'll be successful?
- Rate the goals defining your confidence level (1 = low confidence, 5 = high confidence)

## 6. TIMING

- Does a strategic goal define a time box?
- What needs are addressed in what Timebox?
- What needs will be done now/later
- Do we still have all capabilities needed?

CONTINUE





## DEPLOYING THE LEAN AGILE PROCUREMENT CANVAS (CONTINUED)

### 7. CONDITIONS

- What are our values & principles?
- What is our collaboration model?
- Do we have open books, fixed margins?
- What's the context of this partnership?
- Is there a budget cap?
- Are we looking for in/outsourcing, short- or long-term partnership?
- Where will the joint team work?
- What's the prior language?
- What are the general term & conditions?

### 8. NEEDS

- Who are our customers?
- What are their needs?
- Is one of the needs a strategic usp, if yes do we really want to outsource it?
- Are the needs balanced with the weighted strategic goals?

#### Existing Alternatives

- How are these needs addressed today?

### 9. PEOPLE AND RESORUCES

- Who will work together on addressing the customer needs?
- Do we have the right people involved? e.g. do we have end users/customers as part of the team?
- Who of them is part of the ongoing cross-functional team?
- Who will do what?
- Are we empowered to decide?
- Who are we reporting to?

### 10. TALK THROUGH A HIGH-LEVEL CONCEPT

Finally, once we've worked through this canvas get both customer and partner together to then look at what a high-level concept could look like.

If you need help populating this canvas or learning more about how Lean Agile Procurement works get in touch via the QR Code below.



#### GET IN TOUCH

Scan here to contact us.



#### FREE MURAL FILE

Scan here to get your free mural file





# Lean Procurement Canvas













Name of Initiative

Owner of Initiative

Partner

Date

# Iteration

<p> <b>Capabilities</b> <i>Top capabilities to resolve the needs</i></p>	<p> <b>Unique Selling Proposition</b> <i>Differentiators to your competitors</i></p>	<p> <b>True North</b> <i>Prioritized &amp; weighted business goals</i></p>	<p> <b>Timing</b> <i>Time-boxes of needs solved now, or later</i></p>	<p> <b>Needs</b> <i>Prioritized top customer needs</i></p>
<p> <b>Awards</b> <i>Outline the contribution of the proposed team</i></p>	<p> <b>Cost Structure</b> <i>Variable &amp; fixed costs</i></p>	<p> <b>High-Level Concept</b> <i>x for y analogy, e.g. youtube = flicker for videos</i></p> <p> <b>Peer Feedback</b> <i>Vote of all participants, e.g. confidence level 1-5</i></p>	<p> <b>Conditions</b> <i>Further bounding conditions</i></p>	<p> <b>Existing Alternatives</b> <i>How are these needs solved today</i></p>
<p> <b>People &amp; Resources</b> <i>List your best minds to achieve the business goals</i></p>		<p>PARTNER   COMPANY</p>		