

A practical plan to learn, align, and deliver

Strategic Sourcing / Procurement Operations

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Listen. Align. Deliver.

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The plan moves from understanding to measurable execution



Each phase leaves behind clearer ownership, visible movement, and a stronger basis for the next decision.

Learn the operating system before changing it

The first month is about context, trust, and a clean view of the work already in motion.

- Meet category owners, finance, legal, risk, operations, and key suppliers.
- Map intake, sourcing, contract, purchase-order, and reporting workflows.
- Review active events, renewals, supplier risks, and stuck decisions.
- Learn the systems, data definitions, approval paths, and team routines.

The questions to answer

What matters most?

Where does work stall?

Which decisions are unclear?

What is already working?

What needs attention now?

Turn what you learn into a prioritized sourcing plan

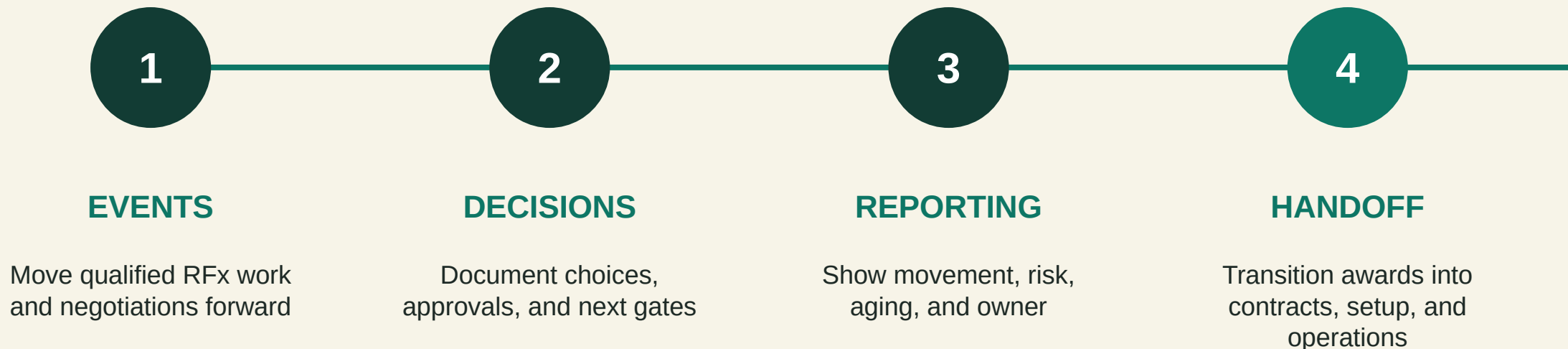
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|----|--------------------------|--|
| 01 | Prioritize | Rank events and renewals by business impact, timing, risk, readiness, and capacity. |
| 02 | Design | Confirm sourcing approach, evaluation logic, stakeholder roles, approvals, and negotiation plan. |
| 03 | Establish cadence | Create a clear weekly rhythm for pipeline movement, decisions, risks, and follow-up. |

Day-60 outputs

- Prioritized pipeline
- Stakeholder map
- Event strategies
- Decision calendar
- Reporting rhythm

Advance the work and leave a repeatable cadence

The final month proves the operating model through live work—not a separate improvement project.



Close day 90 with a grounded next-quarter plan: active events, renewal calendar, supplier priorities, operating gaps, and agreed success measures.

Success is visible in ownership, movement, and decision quality

Measures should fit the employer's systems and baseline. The first step is to agree on definitions—not invent targets.

PIPELINE	Active work has a current owner, status, due date, and next gate.
CYCLE	Aging and stalled steps are visible, reviewed, and acted on.
VALUE	Savings, avoidance, terms, service, and risk outcomes use agreed definitions.
SUPPLIERS	Performance exceptions have evidence, owners, actions, and review dates.
ADOPTION	Stakeholders use the intake, decision, and reporting routines consistently.

Operating cadence

Weekly

Pipeline movement and blockers

Monthly

Category, supplier, risk, and value review

Quarterly

Priorities, capacity, results, and next decisions

The first 90 days should make the next 90 easier

A strong start leaves behind a clearer sourcing pipeline, better decisions, dependable follow-through, and trust across the business.

- Multi-site purchasing leadership
- Source-to-pay and reporting discipline
- NetSuite, Salesforce, Sage, and Excel fluency
- Practical SOP, handoff, and workflow design

NEXT CONVERSATION

**Which priorities
and operating
gaps should this
plan address
first?**