



## **NEWS RELEASE**

24th September 2015, Nottingham.

### **SLS Deliver Thought Provoking Presentation at COUP 2015**

SLS led a supplier session of 'Changing behaviour to get the best value from your suppliers' at COUP (Conference on University Purchasing) 2015.

The session was well attended and covered areas such as supply chain rationalisation, soft savings, strategy alignment and sustainability.

Essentially getting best value from suppliers revolves around the ethos of better/active communication between the various links of the supply chain. This leads to greater alignment of the university purchasing function and the supplier.

The session posed some serious questions with the spotlight being shone on whether the supply chain understands what is most important and whether it can provide solutions directed in the right way.

Karen Bowman, Director of Procurement, Edinburgh University commented about the session "Different, challenging and opened my eyes".

Steve Roebuck, Sales Manager, SLS (H.E. & Research Councils) 'The objective of the session was to promote the use of open and clear communication to ensure that best solutions are presented. Attendees were highly engaged and asked some thought provoking questions'.

After the success of this session SLS are looking forward to running a different session at the next COUP in 2017.