

PROCUREMENT TALK, S7 E17

CHRISTMAS 2025 SPECIAL

Date: December, 2025



Welcome to Procurement Talk and this is your host David Byrne. Procurement Talk is for procurement and business professionals, where we provide insights and solutions to your procurement challenges.

Hello and welcome to Procurement Talk. This is your host David Byrne. It's great to be back. This is our last episode for 2025 and sure enough it's our Procurement Talk Christmas Special where we checked our list twice, decided if our suppliers are naughty or nice, and we want to wrap up another busy year in procurement and try to get things signed off before the office shuts for summer. So grab your sunnies, your policy manual and a pavlova, it's time to reflect, refresh and maybe even have a cheers to the year that was.

When we think of Christmas, the first thing we think of, Is Santa naughty or nice, right? This year, the Naughty List includes the supplier who promised next day deliveries and they arrived in February. Anyone who still thinks probity is a type of cheese. And of course, colleagues who use "Urgent" in every email subject from July onwards and continue and don't really understand why everything is not urgent.

Anyway, on the Nice List, those rare unicorn suppliers who deliver early. Yes, they are out there, so have faith. Colleagues who actually read the procurement policy - there are a few of them out there, so hold them dearly and close to you. And the brave souls who started their annual planning before December 15. Hats off to those guys.

A Very, Very Nice is the contracts team who turns documents around in under a week. Well done, guys. That's not easy. The supplier who actually read the specifications and delivered on those specifications and didn't add any unnecessary extras, and anyone who submitted their purchase requests before Christmas Eve. You are the real MVP. So well done, well done.

So we've got some awards for this year. We'd like to cap it off with our Christmas awards.

Firstly, we've got That Person Most Likely to Send a Purchase Order on Christmas Eve. And yes, it goes to the finance team because nothing says festive cheer more than a last minute PO before the break.

The Best Use of the Phrase Value for Money. And of course, the award goes to the procurement team who use this in every meeting, every slide deck, every coffee chat, and we're proud of it. Well done because it's true.

The Most Creative Excuse for Missing a Deadline has to go to the Project Team Alpha. The system crashed, coincidentally, right before the Melbourne Cup long lunch. Hmm, something in that, I reckon.

The Best Dressed Supplier Presentation. That one went to the Green Earth Supplies, who turned up in Christmas shirts, brought Tim Tams and still nailed the sustainability pitch. Well done, guys.

The Cool Under Pressure Award goes to Contracts Officer Jess, keeping calm during the great printer jam of June 2025. Who will ever forget that month? It was crazy.

The Most Dramatic Procurement Moment Award, yes, and that goes to The Urgent Tender That Wasn't. Yep, we all get them. It was called Critical. It was delayed twice and finalised three months later. Hmm, I think there'll be another one of them in 2026.

The Best Collaboration Award has to go to the Procurement and IT teams. After years of email ping pong, they finally agreed on a single vendor, proving that miracles do happen. Well done to both teams.

And lastly, the lifetime achievements in patience. Anyone, and this one goes to anyone waiting for approvals. We see you, we salute you, you are procurements unsung heroes, and we understand.

And we have a few ideas to share with you for some procurement resolutions that you just might like. I promise to stop saying "it'll only take a minute" when I know it won't. And "this year, I'll organise my templates before the audit season". Yeah, maybe. And "yes, I will read that e-learning module on contract management". Hmm, that's a tough one. But please try.

Lastly, it's time to reflect and refresh. Before we all swap the spreadsheets for minced pies, it's worth reflecting on the year that has been. While procurement can sometimes feel like hurting reindeer, and we all know that feeling, it's also time to think about collaboration, fairness, and making sure resources go where they matter most. And that's what procurement's about. It is about fairness. It is about transparency and making sure we spend wisely for the good of our organisation and communities. And I'm sure each of you listening has done something of real benefit during the year. And during all the bits that we feel like are a bit of a hard slog, every negotiation, policy improvement and tough conversation we've had, has helped us grow as professionals. And that's a good year in anyone's book.

From all of us here at BWD Consulting, we wish you a Merry Christmas, a well-compliant New Year, and a happy Value for Money New Year, of course. Don't forget to close out those POs before you walk out the door, and enjoy the new year.

We'll see you all again in 2026 for Season 8 of Procurement Talk with David Byrne.

All the very best and bye for now.

This concludes this episode of Procurement Talk. Thank you for listening.

Procurement Talk is brought to you by David Byrne and BWD Consulting.
We're helping organisations transform procurement. Talk to you again soon. Bye for now.