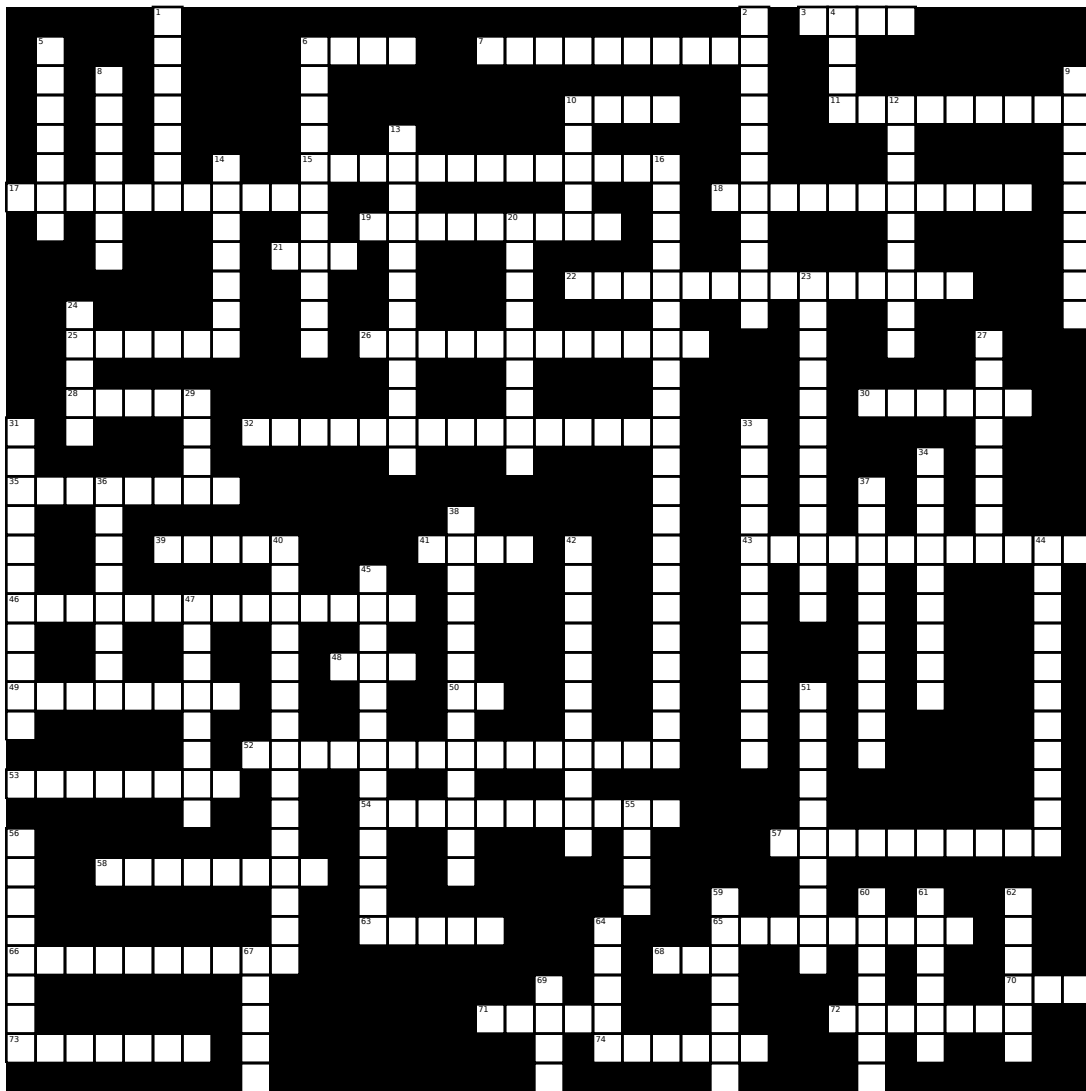


PROCUREMENT FUN AND GAMES

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Across

- 3 CM org.
- 6 Time to make it better--period!
- 7 Usually in ALL CAPS.
- 10 Prospective supplier's last chance.
- 11 Determines payment due, not distance.
- 15 Manages change.
- 17 Contract tangible.
- 18 Proceeds a PO.
- 19 Agent's boss.
- 21 Catch-all for "competitive bid."
- 22 Hot procurement topic.
- 25 Negotiation pro's "break."
- 26 RFP, the substantive part.
- 28 Procurement pros don't like this type of buying.
- 30 Broken promise, formally.
- 32 In your shoes, legally.
- 35 They tell a contractual tale.
- 39 You shouldn't accept these.
- 41 Gets confused with single sourcing.
- 43 Procurement, at digital speed.
- 46 Rely on this, contractually.
- 48 SM org.
- 49 It takes at least two.
- 50 If not a formal contract, at least this.
- 52 Keep a secret?
- 53 Not T&M.
- 54 It's sometimes binding.
- 57 Remedy for stopping a "leak."
- 58 The "P" in RFX.
- 63 Vendors rarely do this in a competitive bid.
- 65 Decision that proceeds procurement.
- 66 Usually passes with title.
- 68 Purchasing bigwig.
- 70 Seller that provides value.
- 71 What suppliers use.
- 72 "Golden" negotiation technique.
- 73 Time is of this?
- 74 Safe place, e.g., for software.

Down

- 1 Noitcua.
- 2 Purchasing, repackaged.
- 4 Signifies you're a pro.
- 5 Purchase order type, brrrrrr.
- 6 Lawyers' geographical argrrrr.
- 8 "Seize the pay--for the day."
- 9 LDs? Maybe...but never these.
- 10 Better than "batting" zero.
- 12 Can be in, out, and backwards.
- 13 Could be a warranty and / or indemnification obligation.
- 14 What buyers use.
- 16 LOL (but no laughing matter)
- 20 Suppliers always need to have this.
- 23 Better than reasonable.
- 24 Not your credit card.
- 27 DDU?
- 29 Try before you buy.
- 31 Contractual "get out of jail free."
- 33 You're excused.
- 34 Not a long vendor list.
- 36 Services spend, broadly
- 37 Comes after an offer.
- 38 Bid that doesn't comply.
- 40 Not a "statue" of a fake.
- 42 Not armor, just words.
- 44 Frequently bewteen RFP and contract award.
- 45 Results in fewer suppliers.
- 47 Ratified, not dead, contract.
- 51 Sometimes in writing, sometimes not.
- 55 Contract, unwritten.
- 56 Negotiation "tipping point."
- 59 Best procurement blog, with a dash.
- 60 Customer to supplier to contract connection.
- 61 Can become the price, if disclosed.
- 62 Waving "good-bye" to contractual rights.
- 64 Buying alternative.
- 67 Expenditures, loosely speaking.
- 69 007, for performance and materials.