

**#iBuy**



# The Pizza Puzzle

Your route to a challenging career in procurement.

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## The Challenge

You are a buyer working for a pizza manufacturer that produces a wide range of pizzas for all the leading supermarkets. You have been given the task of finding new suppliers of tomato sauce, the base ingredient of all your customer's pizzas.



# Which would you choose?

These are the kind of fascinating and challenging dilemmas that face people who work in procurement and supply every day of their working lives.

**A**

Comes in with the lowest price but they're based in Europe and there could be problems with reliability of supply and there are questions over the pay and conditions for their workers.



**B**

Swaziland, slightly more expensive but their sauce is organic and they have positive environmental credentials.



**C**

A South African local corporate. They are the most expensive but transport costs will be lower. They are also dependant on a good summer.



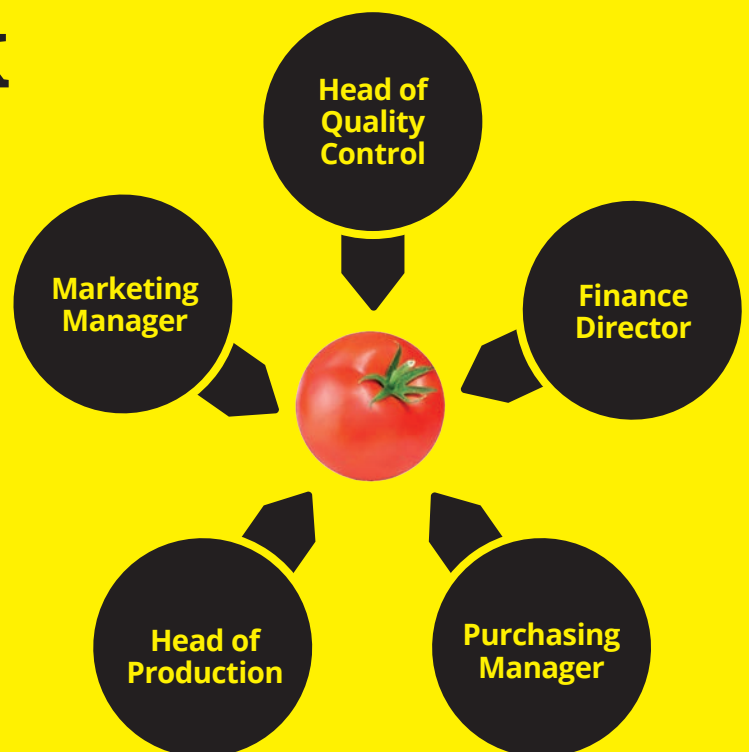
## It's team work

To make things even more interesting, the answer to the question above also depends on the values of your company and your customers' company.

The other departments in your organisation will also have different demands and needs. From chefs to quality control, marketing to sales, they will all have a view which you as buyer will need to take into account.

Working in teams take on the five roles opposite to debate your answer. Think about what these people's opinions and priorities would be within the organisation.

You may have concerns about all of the suppliers so consider what checks and assurances you would need to be confident enough to buy from them. The Procurement Manager should then report back to the group giving reasons for your team's choice of supplier.



### Your kind of Challenge?

Whether you want to continue with your studies at university or would prefer on-the-job training then there is a pathway to procurement and supply for you. With competitive starting salaries and opportunities to travel the world, there are a whole range of roles you can choose from.

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*Kickstart your career with a role in procurement.*