



## Press release

FOR IMMEDIATE RELEASE: 22 MAY 2007

DEVELOP YOUR TEAM INSTEAD OF RECRUITING STARS, SAYS ADR INTERNATIONAL

Businesses facing increasing competition should develop their existing staff rather than recruiting “stars”, one of the world’s leading procurement consultancies says.

Speaking today at the FD Futures conference in London, UK, ADR International director Ray Searles said the usual way of dealing with cost pressures was to recruit talent from outside the organisation. But this is becoming more expensive and difficult.

Top-level procurement directors are harder to find and their salaries are rising fast, he told the conference of 150 senior financial executives.

Many businesses would achieve better results by spending money on developing their existing teams rather than splashing out on a top level procurement director.

“Nearly all businesses today are facing inflationary pressures that are squeezing either profits or costs, and this has placed a renewed focus on procurement to deliver cost control and manage key suppliers in the most effective way possible,” Searles told the conference.

“So you need to be sure that your procurement team is delivering the best value for your organisation and better value than your competitors.

“Traditionally the way to resolve this has often been to recruit people from outside the organisation.

“But companies should see that recruiting one star would pay for a total learning and development program that could bring the whole existing team higher up the ladder of effectiveness, and embed best practice methods in procurement that would provide a further return on that investment.”

Ends

#### About FD Futures

FD Futures 2007 is a one-day forum taking place in London tomorrow (Tuesday 22 May) bringing together 150 strategic thinkers to discuss key financial issues. For more information visit [www.fd-futures.co.uk](http://www.fd-futures.co.uk)

#### About ADR

ADR International is one of the longest-standing global procurement consultancies, established in 1986. It applies its knowledge and expertise to help its clients improve every aspect of their procurement activity. Its main areas of expertise are procurement consultancy, training and development, sourcing and interim management services.

ADR International works with several global corporations to improve their procurement effectiveness. Clients include GE, the world's biggest non-oil company by market value, Genentech, Pfizer and Alcan. For more information please visit [www.adr-international.com](http://www.adr-international.com)

#### For more information

Please contact Mark Whitehead at Headline Media on 0208 348 3103 or 07906 720141 (mobile) or on [markwhitehead@headlinemedia.co.uk](mailto:markwhitehead@headlinemedia.co.uk)

ends