



## Dave Henshall FCIPS

### Profile

David Henshall has extensive experience in leading procurement change in large international companies. He is the founder and director of Purchasing Practice, a procurement services provider specialising in procurement. Focused upon helping companies realise the considerable benefits to be gained from building capability in procurement and supply, he is a unique procurement leader whose work and thought leadership is recognised globally, having been published in five countries on four continents.

### Experience

David's professional experience includes senior procurement change roles at Deutsche Post DHL, Securicor, TUI and Rexam. David started Purchasing Practice in 2006 in Vancouver Canada, providing consultancy, training and development services internationally, including Canada, USA, Europe, and Asia.

Industries include: Manufacturing, Airline, Logistics, Insurance, Oil & Gas etc.

Global Category Management, Directs and Indirects.

P2P Systems development and implementation.

Consulting assignments include current state assessments and future state program planning, NPD commercialization, skills assessment and development programs,

### Thought Leadership

David has written articles on procurement thought leadership issues which have been published notably in *CPO Agenda* in the UK, *Supply and Demand Chain Executive* in the USA, *Procurement Professional* in Australia and *CHaINA* in China.

David has also been an "Expert Commentator" for *Supply Management* in the UK, and a columnist for *CHaINA Magazine* writing on supply management issues in China.

---

David is a Fellow of the Chartered Institute of Procurement & Supply (FCIPS) in the UK and was commissioned by *Supply Management* to write the “CIPS Graduate Guide to Procurement” to encourage graduates into the procurement profession.

Authored Works:

- Strategies to break into the boardroom: Purchasing B2B, Canada.
- Managing Through a Downturn, Supply & Demand Chain Executive, USA
- Creating value from an acquisition: Business in Vancouver, Canada.
- Leader or Laggard: Business in Vancouver, Canada.
- The New CPO's First 100 Days: Procurement Professional, Australia
- Staying Centre Stage: CPO Agenda, UK
- Take Control of Cost: CPO Agenda, UK
- The Growth Game: Procurement Professional, Australia
- Navigating Uncertainty: CHaINA, China
- Taming the IP Dragon: CHaINA, China
- Chinanomics: CHaINA, China