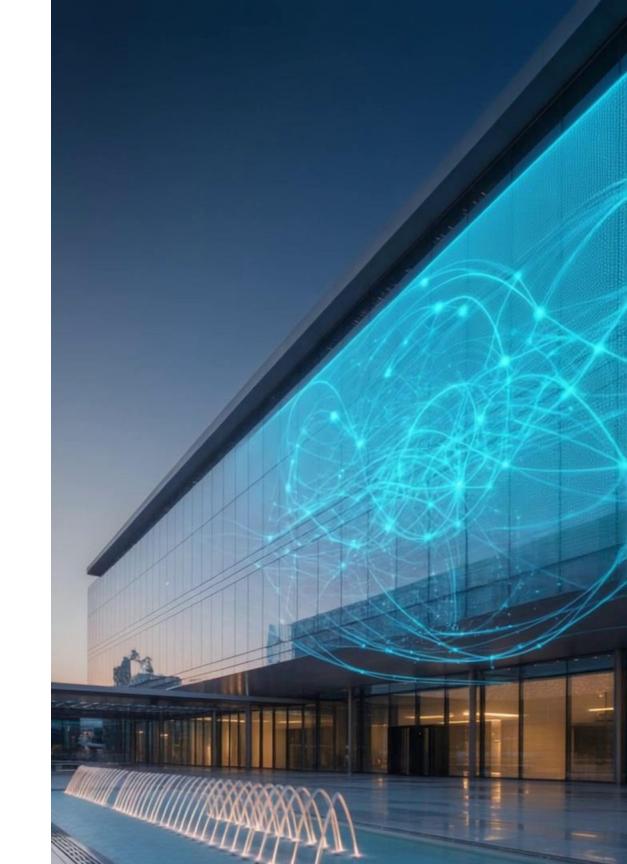
Risk Management 4.0

Proactive Procurement in the Public Sector

Transforming procurement from technical function into strategic driver of value, resilience, and innovation



Gil zefoni

CEO of the Israeli Procurement and Logistics Managers Association (IPLMA).

Chair of Europe at IFPSM – the International Federation of Purchasing and Supply Management.

led strategic procurement projects in global organizations, advised companies on risk management, logistics, and Al implementation, and trained senior managers through international certification programs.



The Evolution of Risk Management

1.0 Reactive

Waiting for problems, responding after crisis hits

2.0 Compliance

Controls and regulations—structured but slow

3 — 3.0 Data-Based

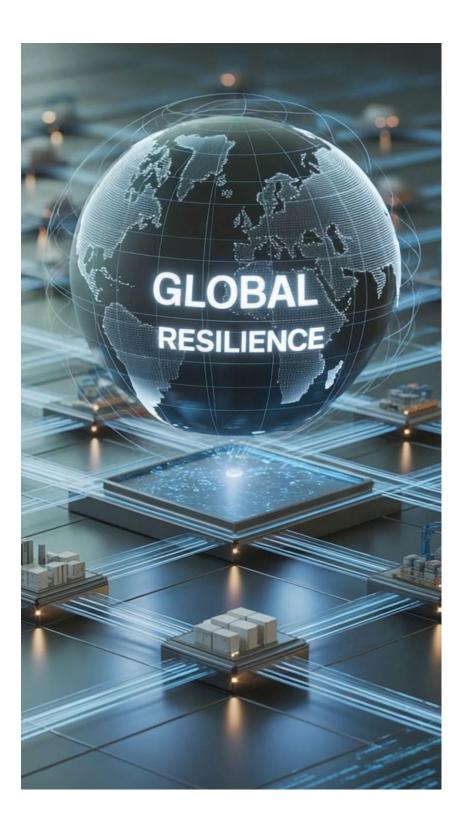
Reports and analysis for informed decisions

4.0 Proactive

Real-time monitoring, AI, forecasting—before crisis arrives

This isn't just technology. It's **leadership transformation**—procurement managers becoming strategic leaders.





Supplier Failure

Delays, unreliability

Over-Dependence

Single source vulnerability

Geopolitical Disruption

Trade barriers, conflict

Corruption & Opacity

Lack of transparency

ESG Compliance

Ethics & sustainability

The Biggest Risk? Waiting too long.

Real-World Impact: Defense Sector Case Study

The Challenge

Critical parts shortage threatening strategic defense program

The Solution

Al-based risk and demand forecasting model combining:

Historical data analysis •

Global market trends •

Real-time supplier monitoring •

Alternative scenario simulations •

35%

Parts Availability

Improvement in critical component access

\$Ms

Cost Reduction

Inventory optimization savings

100%

Strategic Impact

Procurement elevated to executive partner





Start Small

Launch focused pilot programs.



Invest in People

Prioritize training and upskilling.



Collaborate Internationally

Establish shared global standards.



Define Ethics

Ensure AI transparency and explainability.



Leadership

Not Technology

Risk management in procurement is the **engine that keeps organizations**, **governments**, **and societies strong** in the face of crises.

The machine doesn't make the decision—we do.

Leaders who see risk early, interpret information, and turn it into opportunity will **define the future of public procurement**.



Let's Connect

Scan the QR code below to connect with Gil Zefoni on **LinkedIn** and continue the conversation on proactive public procurement and Risk Management 4.0.

