

The Four-Stage Path to Best-In-Class Procurement

Discover how you can assess people, processes, and technology and know when your procurement team is ready to grow and support greater resilience

The Four Stages of Procurement Maturity

Smarter, more cost-effective, and more sustainable purchasing is critical to resilience. To achieve that, every company will need to grow in different ways, developing new procurement capabilities along the way. Where does your journey start?

STAGE 1

Tactical and Operational

Your business is viable, and employees are buying the goods and services they require. As the company grows, you aim to guide purchases, manage suppliers, analyze spend, and identify where to improve.





STAGE 2

Sourcing Mastery

Your business begins to capture value from purchases, and full-time professionals come on board to manage procurement. Formal sourcing processes, such as sourcing events, help your team better balance price, sustainability, and risk.



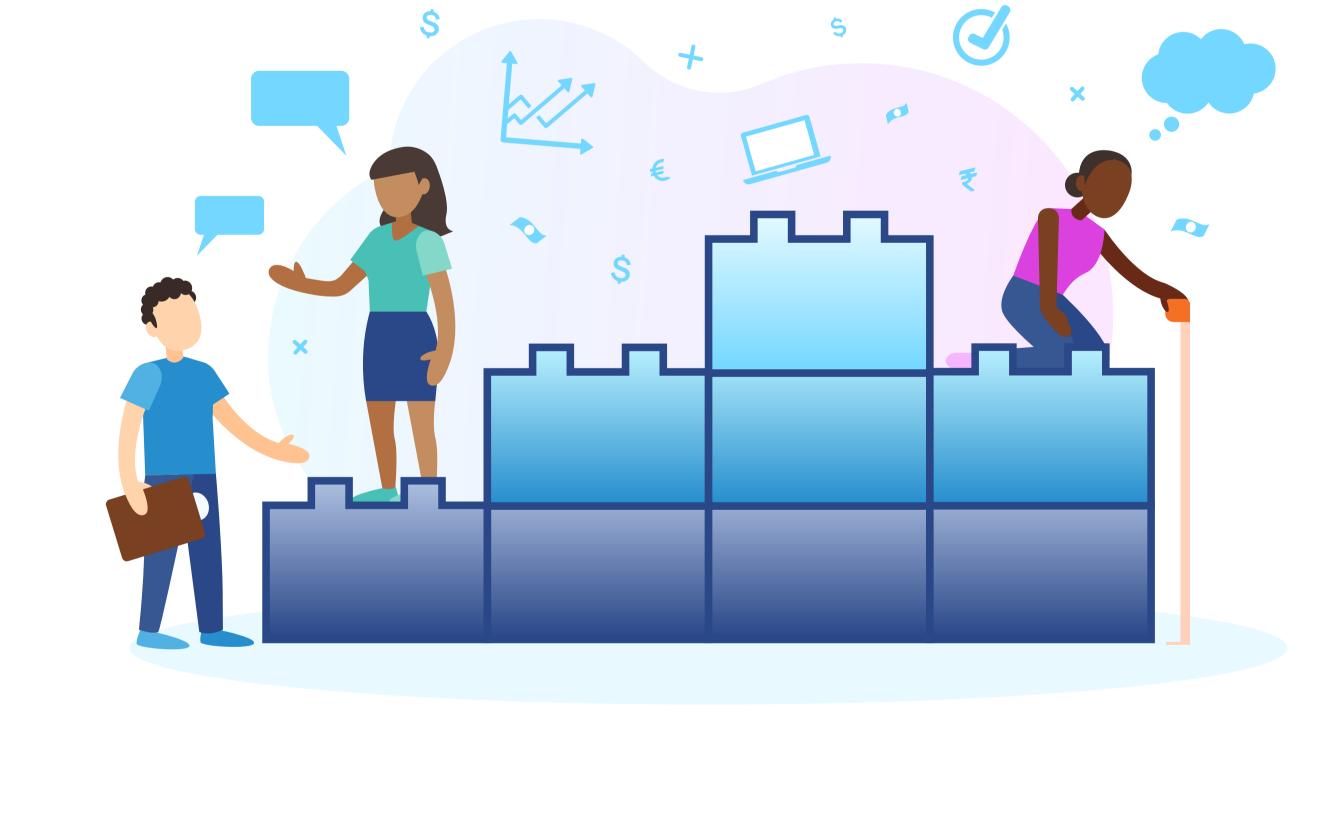


STAGE 3

Category Strategy

Your business invests in a BSM platform to add value to procurement through closer collaboration with finance and supply chain well as spend segmented by category. Procurement runs more events, models better scenarios, and looks beyond cost savings.





STAGE 4

Business Innovation

Your business has found a partner in procurement. Teams follow best practices for categories and collaborate with leaders and stakeholders to capture maximum value. All and community data insights help your company innovate and stay competitive.





Your complete guide to procurement maturity

Wherever your company is on the path to best-in-class
procurement, you can take some simple yet significant steps

to get there - and stay there.

Explore the stages now