

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.

“ Our journey with Coupa has given us the **visibility, insight, and power to understand** our spend in a way we never have before. ”

– Rebecca Lonsdale, Director of Indirect Procurement



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.

“ That is where the real power of Coupa comes into play – **the analytical capabilities, the scenario-building, creating potential allocation scenarios.** We can identify what the new potential allocation could look like and what the impact of that allocation would be on our business. ”

– Wouter Passtoors, former e-Sourcing Manager



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.

“ Our category managers can **understand, source, and negotiate in a much more informed way** than they possibly could [prior to the implementation]. ”

– Frank McKay, SVP, Chief Supply Chain and Procurement Officer



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. AI and community data insights help your company innovate and stay competitive.

“ Procurement professionals, armed with **best-in-breed technology, best-in-class process** and modernized policies and being supported by great leaders, are best positioned to **unlock the greatest value** for their companies, while simultaneously elevating to trusted advisors within their organizations. ”

– Joe Canaday, VP – Global Procurement Center of Excellence



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](#)