

TRADESHIFT[®]

Procurement Maturity Sketch

Jason Busch

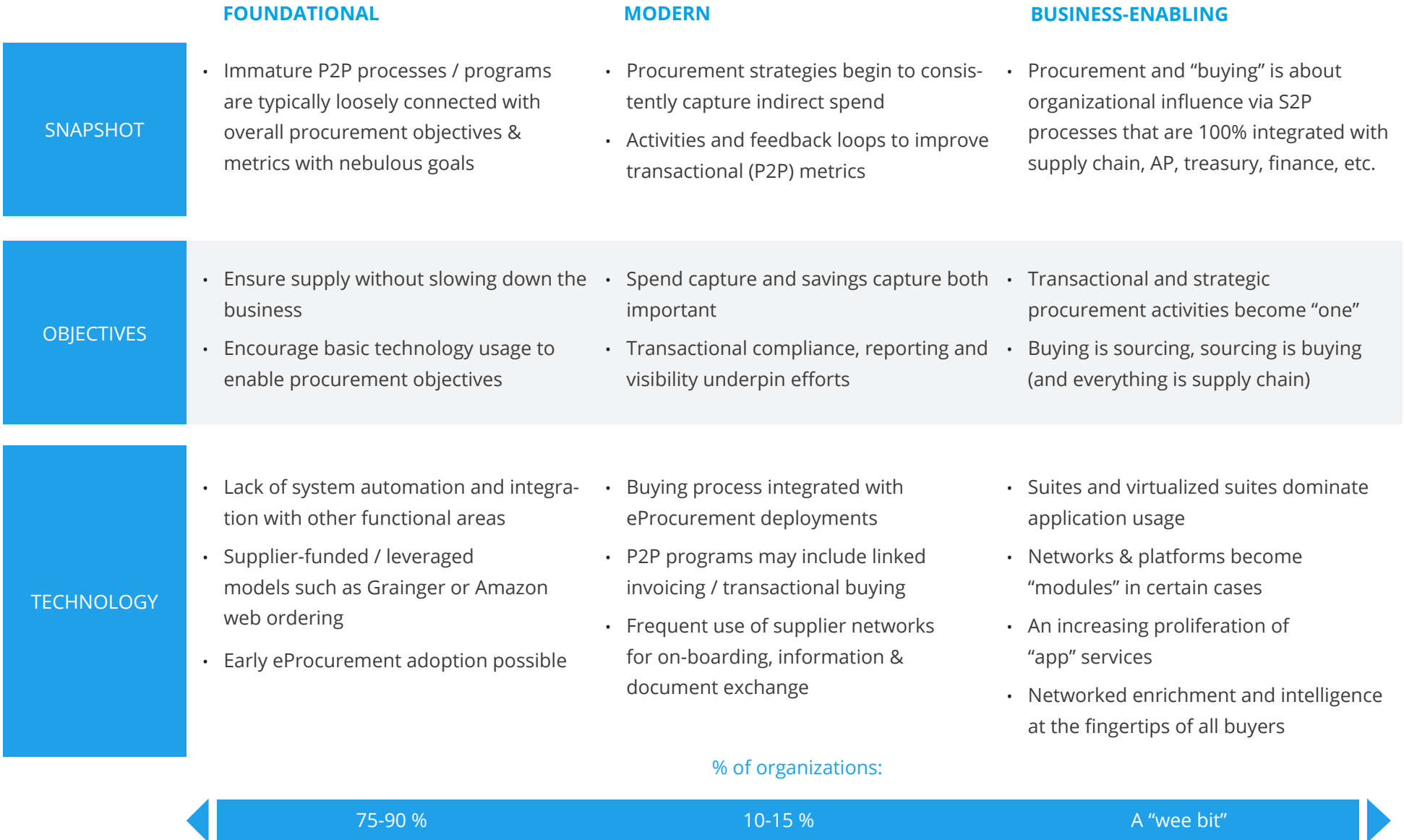
Founder and Head of Strategy

Spend Matters[™]

About Tradeshift:

All your suppliers. All in one place.

Procurement, payables, risk management. Radically nimble and connected.



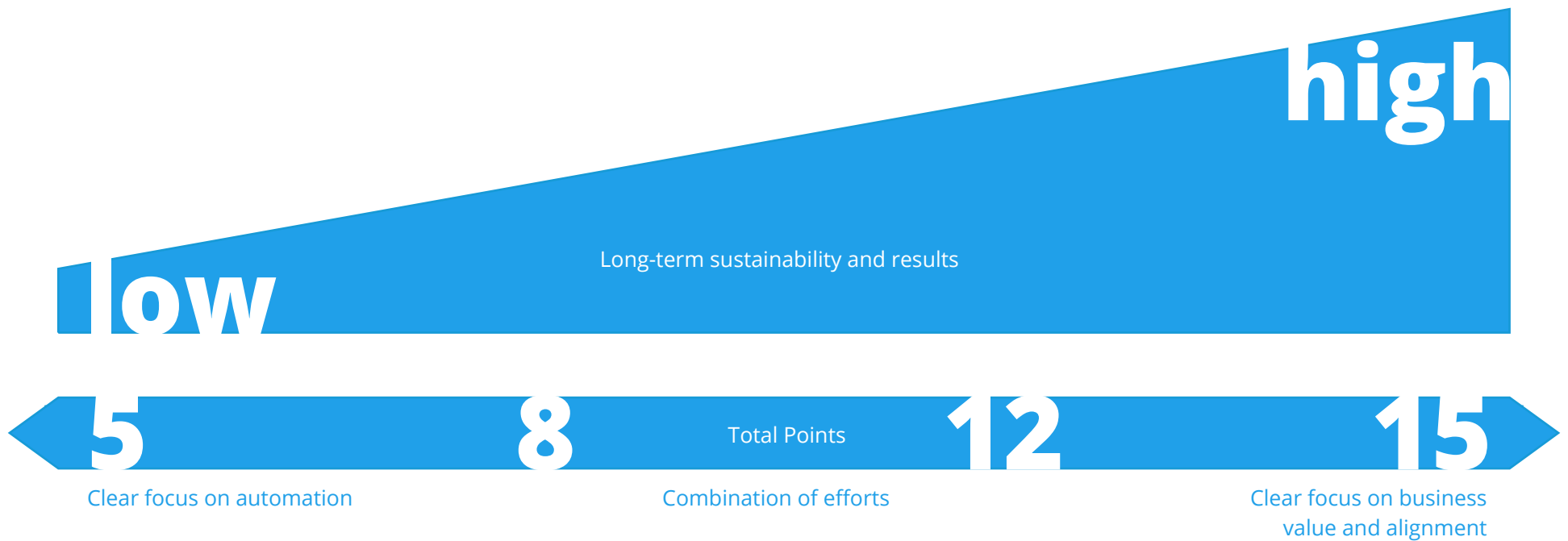
The Procurement Game — Placing the “You Are Here Dot”

For each area, select the box that describes your current environment; add up your score when complete.

AREA	1 POINT	2 POINTS	3 POINTS
FIRST GLANCE	<input type="checkbox"/> Immature P2P processes/programs are loosely connected from overall procurement objectives; nebulous goals (e.g., “spend under management”) sometimes introduced	<input type="checkbox"/> Procurement strategies begin to consistently capture indirect spend with activities and feedback loops to improve transactional (P2P) metrics; this is “spend management”	<input type="checkbox"/> P2P for transactional buying is ubiquitous; procurement and “buying” is about organizational influence via S2P processes that are 100% integrated with supply chain, AP, treasury, finance, etc.
METRICS, ALIGNMENT	<input type="checkbox"/> Centralized purchasing with limited stakeholder involvement in policy, decision making, etc. limit KPIs/metrics (if any) to basic areas like cycle or approval times	<input type="checkbox"/> The rise of the CPO and her team (category managers, contract negotiators, etc.) influences P2P; new procurement org structures shape indirect spend execution (e.g., shared services)	<input type="checkbox"/> Centers of excellence for S2P and related (e.g., AP, treasury, operations) help drive programs for procurement; metrics centered on enablement and continuous improvement
TECHNOLOGY, ENVIRONMENT	<input type="checkbox"/> Lack of system automation and integration with other functional areas; possible early, limited usage of eProcurement tools and/or online supplier systems (e.g., Grainger, Amazon)	<input type="checkbox"/> Buying process integrated with eProcurement deployments and often broader P2P programs; frequent use of supplier networks for information & document exchange	<input type="checkbox"/> Suites and virtualized suites dominate application usage; networks & platforms become “modules” in certain cases as “app” services begin to proliferate and simplify integrations
SUPPLIERS	<input type="checkbox"/> Suppliers drive procurement to their own preferred selling channels; relationships managed offline (typically); some suppliers may go through “basic” on-boarding processes	<input type="checkbox"/> Suppliers go through “basic” on-boarding processes as managed by procurement; supplier management activities and P2P begin to come together	<input type="checkbox"/> Suites (or virtualized suites) drive better outcomes for suppliers by actively updating overall master data, profiles, SKU data, etc. tied into buyer transactional systems
ASPIRATIONS, MOTIVATIONS	<input type="checkbox"/> Organizations want to ensure supply without slowing down the business while encouraging basic tech usage to enable procurement (even if the technology is provided by suppliers)	<input type="checkbox"/> The organization wants to improve all procurement activities through better access to supplier data across processes / tools; supplier management as an enabler	<input type="checkbox"/> Transactional and strategic procurement activities are “one” – buying is sourcing, sourcing is buying (and everything is supply chain)

TOTAL PAGE SCORE: _____

How to interpret your score



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Call our sales team at +1.800.381.3585 for a demo or consultation,
and learn how you can use Tradeshift to reach your goals.