

# TRANSFORMING PROCUREMENT

Clients have engaged us to help them develop, manage or lead them on their procurement transformation journey. All of which have been able to implement and adopt positive change within their procurement business.

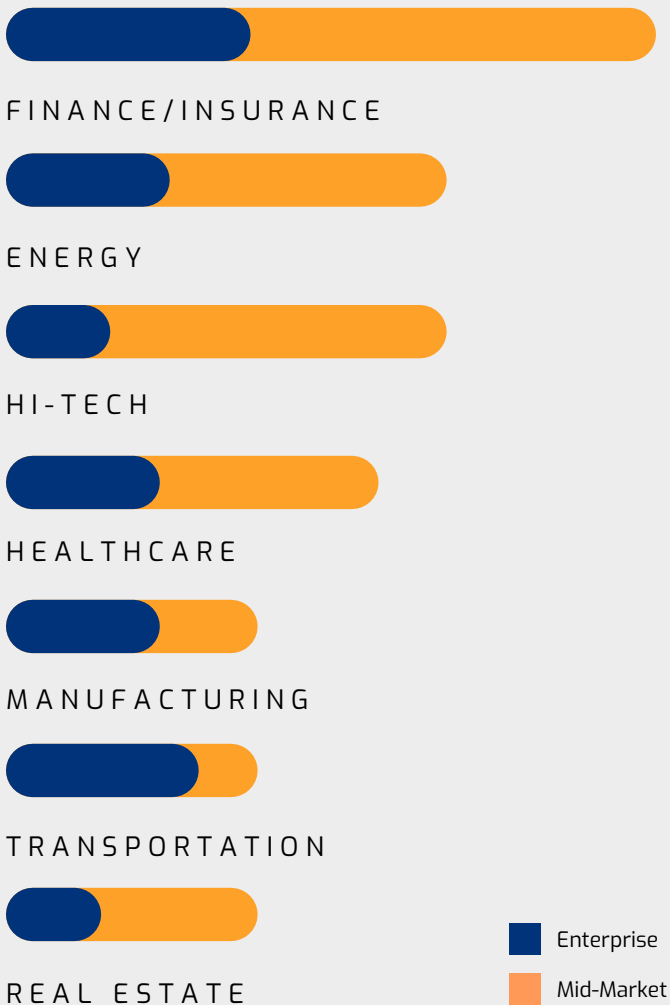
## ABOUT TRANSFORMATION

Procurement transformation relies on the application of various tactical, strategic and tools and techniques and can positively impact many areas: e.g. launching and accelerating cost control, extending, sustaining spend management and adopting new business structures. Cultural change is generally the major barrier for procurement transformation.

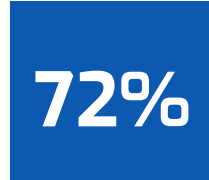
Some of our recent client results include:



## TRANSFORMATIONS BY INDUSTRY



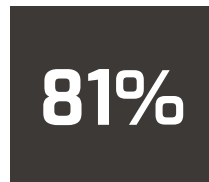
Provided transformational guidance to over 35 different companies, across many industry verticals, that led to shifts in their procurement operations to better serve the business.



Mid-Market companies moved procurement function(s) from decentralized to centralized



Enterprise companies moved procurement function(s) from decentralized to centralized



Companies moved procurement function(s) from decentralized to hybrid-centralized

## WHAT IT TAKES

Identify issues in your existing Procurement organization, determine potential significant and sustained benefits, and develop a pipeline for future procurement improvement through the adoption of best practice approaches:

- Recast the operating model and create common approaches and strategies across entities
- Align the organization to category management
- Introduce strategic sourcing approaches
- Develop the skills base and drive active stakeholder engagement
- Build trust through focus stakeholder alignment
- and change management

## STRIVING FOR BEST IN CLASS



Leading Companies Currently Transforming



Moving to Centralized Procurement

Source: Hackett Group Benchmark