

WHAT MAKES PROCUREMENT REALLY TICK?

**PROCUREMENT's
MOST IMPORTANT
KPIs DEMYSTIFIED.**



Buyers are doing more than just cutting costs!



REALLY?

REALLY!

Let's look into their
most important
KPIs.



1/17

SUPPLY ASSURANCE

No lost production or
lost sales due to a
supply chain or
supplier outage.



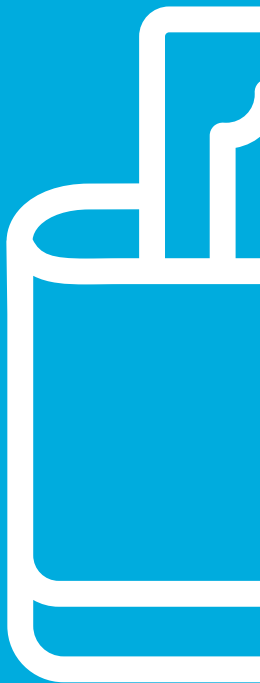


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RISK

MITIGATION

Fend off and protect
the company against
any supply chain or
supplier-inflicted
issues.

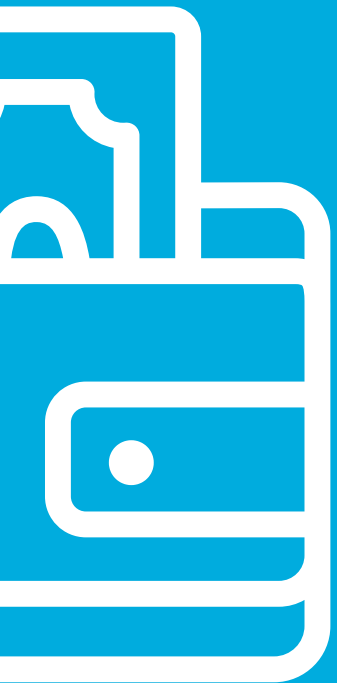


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SPEND

MANAGEMENT

100% traceable and auditable expenditure processes. 100% of spend is under contract.



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FORECASTING

Accurate cost
forecasting of all
company
expenditures.



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SALES & GROWTH

CONTRIBUTION

Projects, ideas,
initiatives that
contribute to
growing sales and
supporting growth.





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TOTAL COST OF OWNERSHIP

Creation and delivery
of end-to-end supply
chain efficiencies.



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SAVINGS

A cost reduction versus a certain benchmark (e.g., a budget, the previous price, a baseline, etc.).



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COST

AVOIDANCE

Delivering lower price increases versus a certain benchmark (e.g., first supplier quote, competition, the market, etc.).



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INNOVATION

Linking and
leveraging supplier
capabilities to drive
innovation within
the organization.



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SUSTAINABILITY

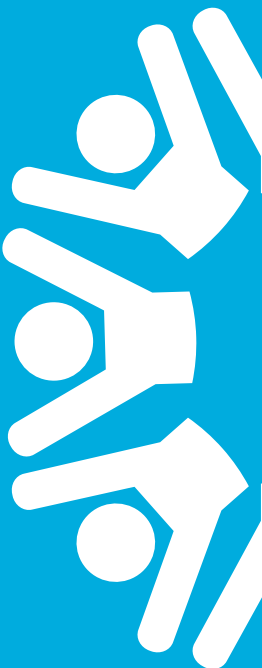
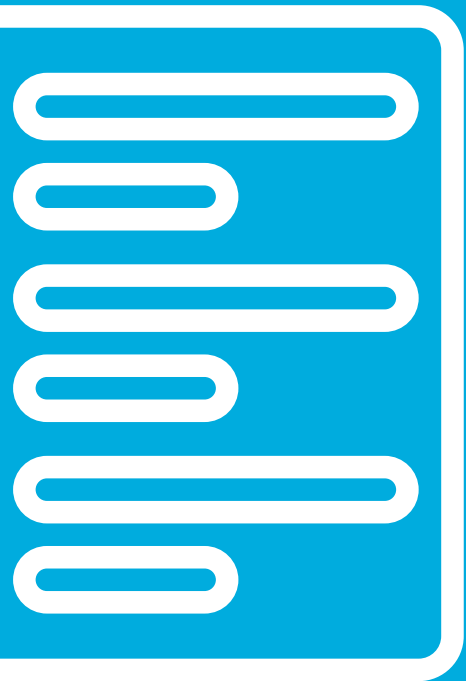
Delivering against
ESG targets in
scope 3 of the
supply chain.



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PROJECTS

Building and
advancing the
organization
through projects
and initiatives.



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DIVERSITY SPEND

Percentage of
spend to be
allocated to
minority owned
businesses.



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CASH FLOW

The increase of payment terms with suppliers and the decrease of inventories throughout the company-owned supply chain.



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PAYMENT ON TIME

The tracking and tracing of timely payments to external business partners.





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CSR

Ensuring the fair treatment of the supply base as well as enforcing all required rules and regulations throughout the supply chain.



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**SPEED
TO MARKET**

Time to execute
on requisition
requests issued
by internal
company
stakeholders.



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CRM

Internal
stakeholder
management.

Qualitative
assessment of the
support and
assistance
provided.



**WHAT DO YOU
THINK?**

**HOW DO YOU
MEASURE
SUCCESS**

AS A BUYER?



**HOW DO YOU
ADDRESS THESE
KPIs
AS A SALES
MANAGER
AND SUPPLIER?**



**LET'S BUILD
BRIDGES
BETWEEN
PROCUREMENT
AND SALES
TOGETHER.**



Jens Hentschel - Foudner of FIVIS