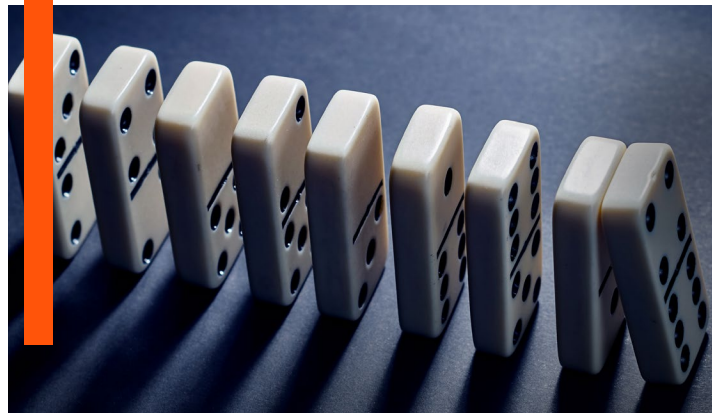


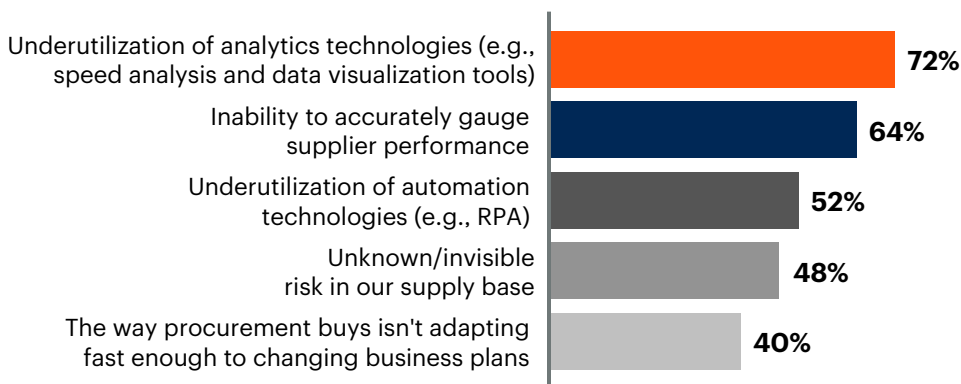
Procurement priorities in 2019

Gartner Procurement & Operations Leadership Council



CPO's biggest challenges

Percentage of CPOs ranking problem among the most critical to address across the next 12 months



n = 25

Source: Gartner Procurement & Operations Leadership Council 2019 Agenda Poll

Key findings

- CPOs underutilize advanced technologies that better analyze spend data.
- Procurement must learn how to better manage complex supply bases to uncover risks quickly and improve performance.
- The traditional seven-step sourcing process needs to be updated to keep up with changing business needs.

Five issues CPOs feel least confident in solving

- Supply markets change and grow too fast for staff to stay up to date on market intelligence
- Unknown/invisible risk in our supply base
- The way procurement buys isn't adapting fast enough to changing business plans
- Underutilization of analytics technologies (e.g., spend analysis and data visualization tools)
- No cohesive strategy to capture product and/or service innovations from the supply base

n = 25

Source: Gartner Procurement & Operations Leadership Council 2019 Agenda Poll

Contact us to learn more

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