



Gartner for Chief Procurement Officers

26 Key Sourcing and Procurement Activities

Chief procurement officers (CPOs) are searching for ways to improve their departments, but competing priorities leave them wondering where to focus attention, time and money. With the right plan, you can focus on innovation and maturing your function. We can help you build a world-class sourcing and procurement organization: Identify key sourcing and procurement activities, prioritize with confidence and master organizational execution.

Design procurement strategy	Define organization and talent strategy	Design a technology strategy	Manage spend	Optimize category management	Manage suppliers	Manage supplier risk
Understand stakeholder needs	Structure procurement organization	Prioritize technology investments	Perform strategic sourcing	Gather category intelligence	Manage supplier life cycle	Identify and prioritize supplier risks
Communicate value proposition	Define operating model	Leverage procurement technology	Manage supplier cost savings	Define category projects	Segment suppliers	Gain multitier supplier visibility (direct)
Measure procurement performance	Develop policy and procedures		Manage contracts	Organize category strategy	Manage supplier performance	Manage and monitor supplier risks
Leverage procurement analytics	Onboard and develop talent		Support new product development (direct)		Collaborate with suppliers	
	Recognize and retain talent				Prioritize sustainable procurement activities	

Contact us

[Follow us on LinkedIn](#)

[Become a Client](#)

[Gartner for CPOs](#)