# THE FUTURE OF PROCUREMENT



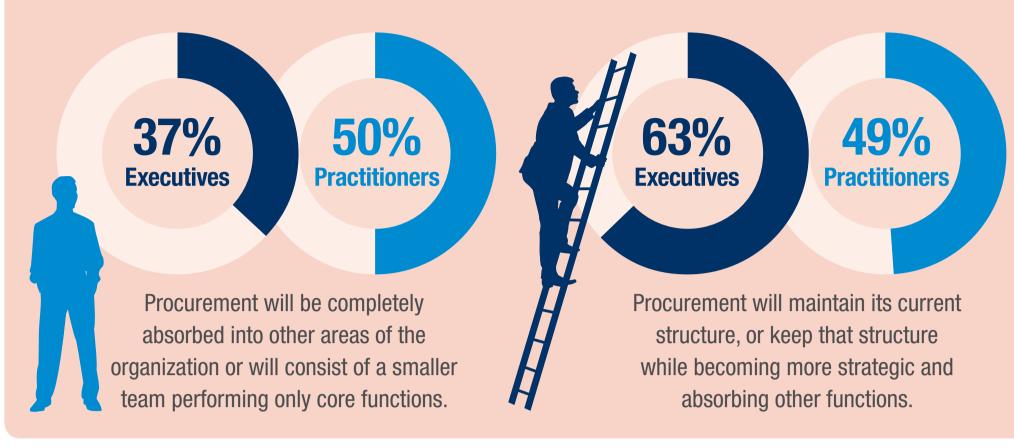
One survey, two perspectives

Oxford Economics and SAP surveyed more than 1,000 senior procurement executives and non-executive procurement practitioners around the world to get both perspectives on where the procurement function is headed. See what your peers are saying about how procurement is becoming more strategic, collaborative, and technology-driven than ever before.



#### FROM HERE TO WHERE?

Changes in the procurement function drive sharply different views of what the future will look like.



## PROCUREMENT GETS COLLABORATIVE

There is broad agreement that procurement is spending more time collaborating with other lines of business and external partners.

**Executives** and **practitioners** say, at their company...

Procurement is becoming more collaborative with other parts of the business.

68%

**70%** 

Procurement is playing a more strategic role in the organization.

**58%** 

63%

Procurement is becoming more collaborative with suppliers.

**65% 56%** 

Procurement data is being used across the company to drive strategic decision-making.

**56%** 

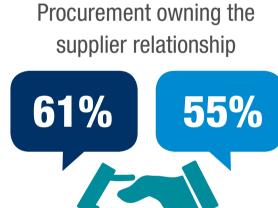
**65%** 

## **GOODBYE TO BUSINESS AS USUAL**

When it comes to realizing the full value of collaboration, it's all about relationships. These new ways of work are forcing change on the way procurement operates.

Key trends driving change in the procurement function "To quite an extent" and "To a great extent"

Increased competition for



high-performing suppliers **58% 56%** 

Procurement managing accounts payable **53%** 54%



#### THE TECHNOLOGY AGENDA Procurement today is focused on automation

and collaboration. But executives are much more optimistic about prospects for success.

will be important to procurement's progress over the next two years.

77% of **executives** say B2B commerce networks

70% 69% 68% **67%** 

Success of automation in two years "Mostly automated" or "Completely automated"



### As the nature of work changes and technology advances faster than most workers can

keep up, attracting and recruiting the right workers is a challenge for the procurement function—and one of the biggest opportunities to rise above the competition. **Practitioners...** 

**56**%

very satisfied with their jobs much higher than the average worker satisfaction rate in SAP's Workforce 2020 study.

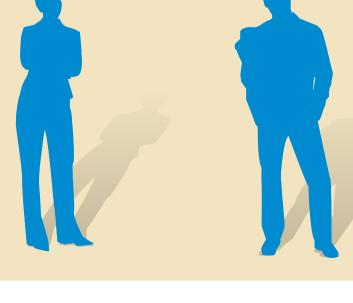
are satisfied or

54% plan to stay in the procurement function, for the long term.

a training ground for employees moving to other areas of the business.

40%

say procurement is



practitioners alike say recruiting new talent and investing in training/upskilling are top investment priorities.

**Executives** and

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