

THE FUTURE OF PROCUREMENT

One survey, two perspectives



Executives

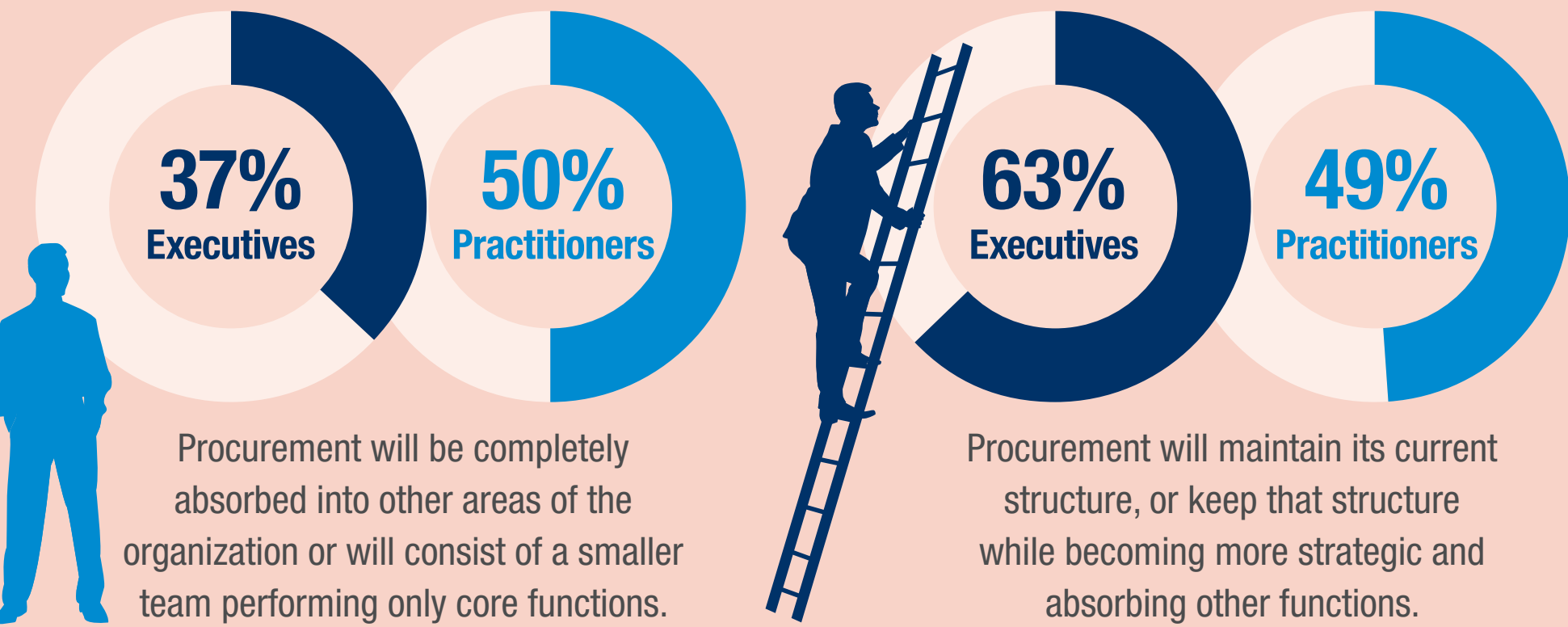
Oxford Economics and SAP surveyed more than 1,000 senior procurement executives and non-executive procurement practitioners around the world to get both perspectives on where the procurement function is headed. See what your peers are saying about how procurement is becoming more strategic, collaborative,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



Practitioners

FROM HERE TO WHERE?

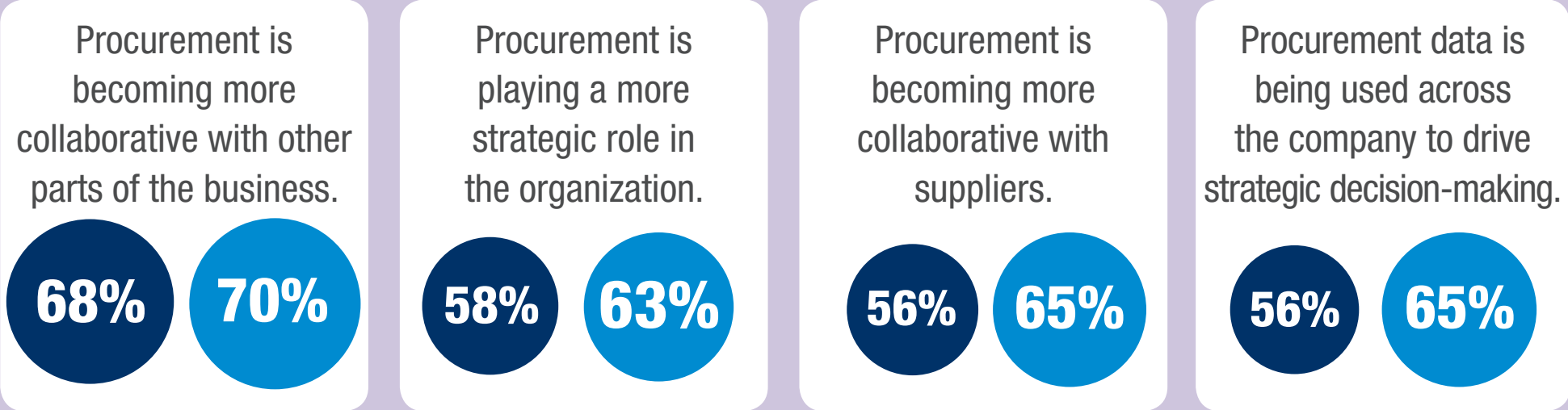
Changes in the procurement function drive sharply different views of what the future will look like.



PROCUREMENT GETS COLLABORATIVE

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

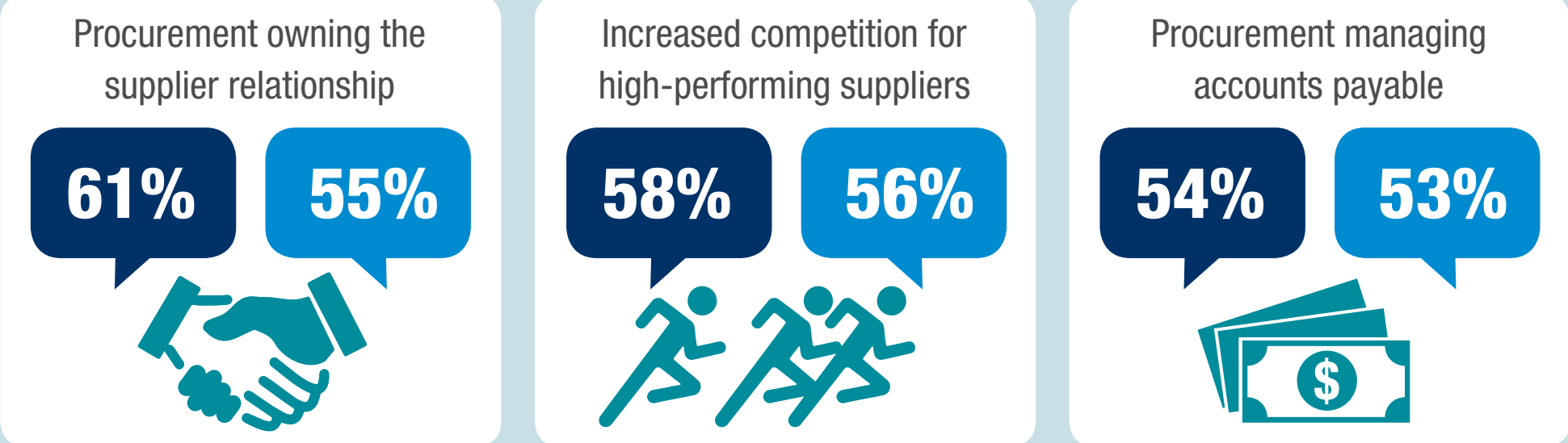
Executives and practitioners say, at their company...



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"

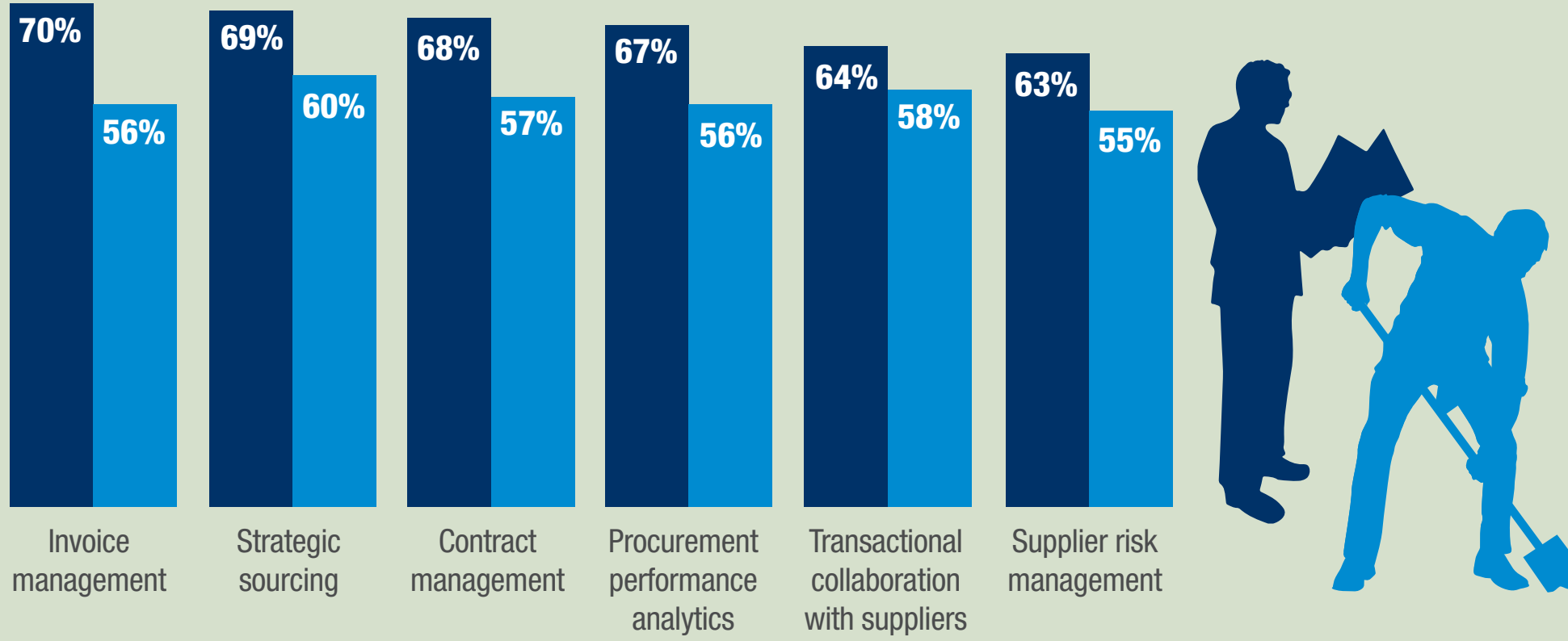


THE TECHNOLOGY AGENDA

Procurement today is focused on automation and collaboration. But executives are much more optimistic about prospects for success.

77% of executives say B2B commerce networks will be important to procurement's progress over the next two years.

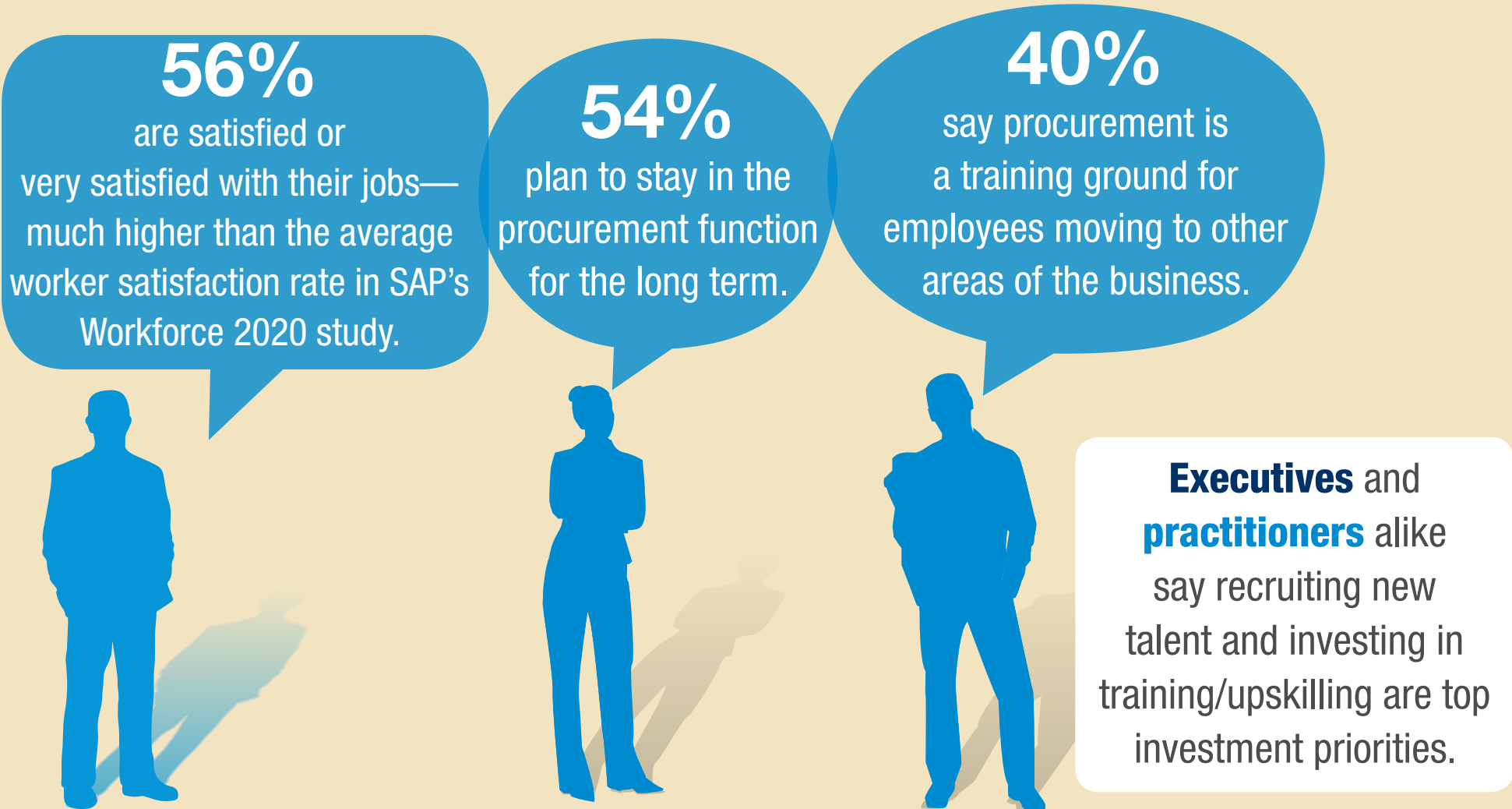
Success of automation in two years "Mostly automated" or "Completely automated"



THE HUMAN CHALLENGE

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...



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