The State of Strategic Sourcing: Building a Context for the Next Decade

Description: Strategic sourcing, for as long as this function has been in place, has been established as a valued set of processes for companies looking to drive savings out of their purchasing activities. As organizations see the current state of strategic sourcing as a high-value component of overall spend management activities, companies will increasingly look to link sourcing activity with the objectives of the greater organization. This report demonstrates the intentions, performance and strategies of over 315 companies globally (responses collected between February and March 2011), as they continue in their pursuits to drive true procurement performance out of their strategic sourcing activities.

Aberdeen used the following key performance criteria to distinguish Best-in-Class performance: spend under the management of the procurement group, procurement contract compliance and realized/implemented cost savings.

Best-in-Class enterprises in this study are notable for their superior performance and attribute their reliance on key capabilities and technologies for the advantages that they hold over their peers:

- 72% higher procurement contract compliance than all other companies
- 52% higher rate of realized/implemented cost savings
- 37% higher rate of spend under management

Key report benefits:

- Grow Cost Savings
- Increase Spend Under Management
- Cut Savings Leakage

Contents: Executive Summary
- Best-in-Class Performance
- Competitive Maturity Assessment
- Required Actions

Chapter One: Benchmarking the Best-in-Class
- Business Context
- Pressures: Cost and Sourcing Performance
- The Modern Strategic Sourcing Program: Typical Attributes and Weak Links
- The Maturity Class Framework
- The Best-in-Class PACE Model
- Best-in-Class Strategies: Alignment and Analytics

Chapter Two: Benchmarking Requirements for Success
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- Capabilities and Enablers
- Better Sourcing Through Technology Enablers

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