

The Procurement Practitioner of the Future

Procurement is undergoing a major shift, procurement practitioners now aim at driving strategic value beyond cost savings and compliance. We see the business dynamics shifting from operational to strategic to true business value enablement.

Evolution

Procurement teams will transform to fully support businesses in the future. We see two distinct models emerging.



Merged within Business:
Procurement teams will be merged with business completely with each line of business consisting procurement managers as business partners.



Consolidated Function:
Procurement function will consolidate further however with closer linkages to business.



Procurement Manager of the Future - The Shifting Focus



Cost Savings > Expanded Value Delivery

Moving away from traditional modes of cost savings to support enterprise's objectives by delivering a broad range of value generation activities.



Process Centric > Customer Centric

The next-gen manager will leverage AI-Automation and Big Data to empower customers than only focusing on operational savings and compliance aspects.



One size fits all > Segmentation and customization

From supporting standard processes to newer service models and 'Fit for Service' offerings leveraging right technology, teams and commensurate with outcomes.



Continuity of supply > Sustainability

Historical and descriptive analysis for reducing supply risks to ensuring sustainability through prescriptive and predictive analytics.



In-House capability focus > Collaboration focus

From developing all in-house talent to support E2E processes to developing 'core teams' with relationship and strategic professionals and supplementing with external support (e.g. consultants, service providers, 'gig' economy, crowd sourcing etc.)

Key Roles of Procurement Managers

The shifting focus necessitates a need for the Future's Procurement Practitioner to play multiple roles.



Strategist and Trusted Business Partner

Procurement manager's role will be an amalgamation of an active business, leader, an advisor for stake holders, a consultant for merger and acquisition and a specialist when it comes to accentuating user experiences.



Digital Re-shaper and Innovator

Procurement manager will be responsible for driving digital strategy, designing operating models, and building 'brand proposition' for new suppliers and exploring new partnerships.



Collaborator and Friend of Supplier

The next-gen manager needs to bridge the divide between supplier and the business through collaboration, cross-functional performance management and creating a better 'buyer value proposition' for the business.



Future Procurement Practitioners Toolkit

360-Degree View

Combine insights from data and external intelligence using advanced analytics to provide comprehensive view of performance and improvement opportunities.



Driving Decisive Insights

Intelligence-based procurement assistants will support execution and decision making on the move.



Purchasing-as-a-Leverage

Emerging technologies like blockchain, internet of things will contribute further to drive 'purchasing as a lever' for adding value.



Skilled to kill- The 'Hybrid' competencies at work

Procurement managers will have to operate in a disruptive and fast changing business environment in the future thus traditional skills and competencies for the role need to evolve :

- Strategic and creative thinkers
- Leader and Visionary
- Data Scientists, Data Analysts
- Technophile & Digital savvy
- Category and domain expert