

# 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

