

## 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**

of value generation activities.

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



## **Process Centric** > Customer

The next-gen manager will leverage Al-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.



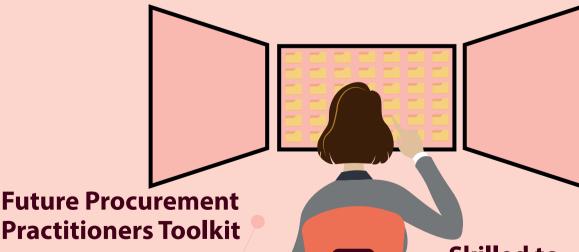
#### **Digital** Re-shaper and **Innovator**

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.



# **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** Genome-based category intelligence and procurement assistants will support execution and decision making on the move.



### **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



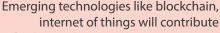


Data Scientists, Data Analysts



Technophile & Digital savvy

Category and domain expert



Purchasing-as-a-Leverage

further to drive 'purchasing as a lever' for adding value.

