

3 TRENDS IN SOURCING & PROCUREMENT



DESCRIPTIVE + DIAGNOSTIC to PREDICTIVE + PRESCRIPTIVE

The traditional decision support analytics in procurement is set to evolve from descriptive (what happened) and diagnostic (why did it happen) to prescriptive (what should we do next in a given scenario) and predictive (what is likely to happen). There will be a strong inter-connectedness between the supplier mix, facilities management, carbon footprint and sustainability index of the organization, minimizing risk of supply disruption and spend forecasting; which will all be used to arrive at business insights and recommendations.



AGILE PROCUREMENT

Volatility, uncertainty, complexity, ambiguity (VUCA) has become the buzzword and procurement needs to insulate itself as best as possible with agility, to combat these disruptions. This will mean constantly innovating while leveraging real-time dynamic supply market-intelligence, combined with prescriptive and predictive analytics.



CONTINUED FOCUS ON CORE PROCUREMENT

Core procurement responsibilities will continue to be in-focus. These include being the primary custodian of cost / spend management for the organization, compliance and supplier relationship management, and value delivery beyond cost savings.