

**BPM
TRENDS
2017**

unwrap the future

3 trends in Sourcing & Procurement from our 44 trends in the BPM industry.

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.