

PROCUREMENT TRENDS (Sourced from Levvel Research's 2018 Procurement Insight Report)

PROCUREMENT PROCESS PAIN POINTS (WITHOUT EPROCUREMENT)

"What are the greatest pain points you experience in your procurement process?"



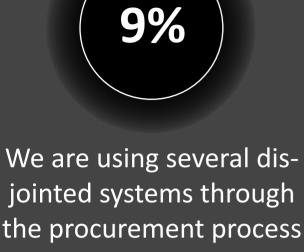
other departments

16% Our current technology

is outdated/inadequate

10% Frequent off-contract and/or off-budget spend

9% Too much paper



9% Requisition and approval process and hierarchy is unclear/too long

4%

8% A lack of visibility/limited control over spend

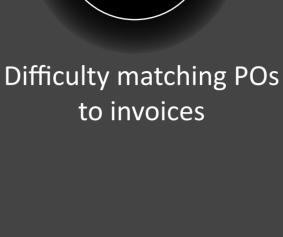
4%

7% Poor communication/ transparency between procurement and AP

3%



High maverick spend



PROCUREMENT PROCESS STRUCTURE



"How would you best describe your current procurement process structure?"

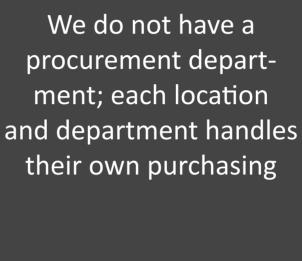
27% 2% 56% **15%**

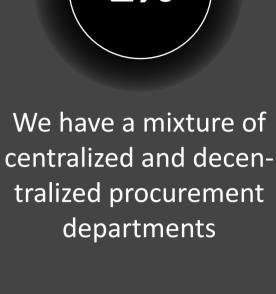


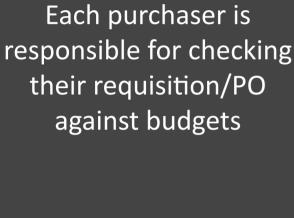


ORGANIZATIONS' METHODS FOR MANAGING PROCUREMENT BUDGETS "How does your procurement department monitor and comply with indirect spend budgets?"

28%







29%



We use an internal

"How are purchase requests typically submitted?"



25%

We do not have a

approves all requisitions/POs against budgets

18%

We have an internal

budget manager that

14% 40% 46%

Any employee can Purchase requests are Purchase requests are filled submitted to a manager in submit a PO directly to out and submitted to a

manager in procurement



individual departments

0-\$100 MILLION

59%

12%

59%

"How do you send the majority of your POs to suppliers?" \$100 MILLION -\$2 BILLION

14%

10%

a supplier

24%

4%





We order most products

10%

6% We mail paper POs to suppliers

We call suppliers and place orders

1%

"Describe your procurement department's relationships with supplier contracts."





22%

We use a procurement tool that is part of our accounting software/ERP

41%

but we rarely check requisi-

tions or POs against them

We do not use one

PROCUREMENT SOFTWARE ADOPTION BY TOOL

"What type of procurement automation tool do you use?"

20% We use a cloud-based We have a homeeProcurement solution grown procurement **IMPROVEMENTS SEEN FROM EPROCUREMENT ADOPTION**



17%

41%

Optimization of

supplier base

pricing from improved

supplier negotiations

our purchasing ad hoc

56% **52**% **50%**

process since implementing a solution?"

Consolidated invoicing Cost control over More competitive Availability of vendor

Reduce time-to-fill

cycle times

22%

No executive sponsorship

performance metrics **BARRIERS TO EPROCUREMENT ADOPTION** "What is the greatest barrier to procurement automation

Better visibility and

transparency across

procurement

implementation in your organization?"

maverick spend

Improved control

and security

19% **17%** Lack of understanding Current processes work

16% 16% Business process re-engineering Lack of budget

Do not expect ROI from automation

www.levvel.io

12%

of current solutions

is too difficult Paramount Work Place Web-based & Mobile Requisition, Procurement, Expense Software Solutions www.ParamountWorkPlace.com

The data in this infographic was sourced from Levvel Research's 2018 Procurement Insight Report.