

Purchasing Value Excellence 2015

Study overview – Frankfurt, May 2015



What is the value of your Procurement? Have you reached the optimum for maximizing value of your sourcing activities?

In the past years we have seen improvements in the setup of procurement organizations.

- Participants in previous Arthur D. Little studies have **improved scores by 10-20%**
- Do companies get the **maximum value from their sourcing activities?**

The study provides a view, on **how to improve procurement's value**

- It provides a comprehensive picture on the setup of procurement organizations
- Identifies the value it generates versus benchmarks
- Highlights key areas for improving the value of procurement



ADL study in collaboration with the **University of St. Gallen, Chair of Logistics Management**

- Comprehensive revamp of the earlier versions (2006-2012),
- More than 500 organizations across all major industries and sectors have participated in the study in the last 8 years

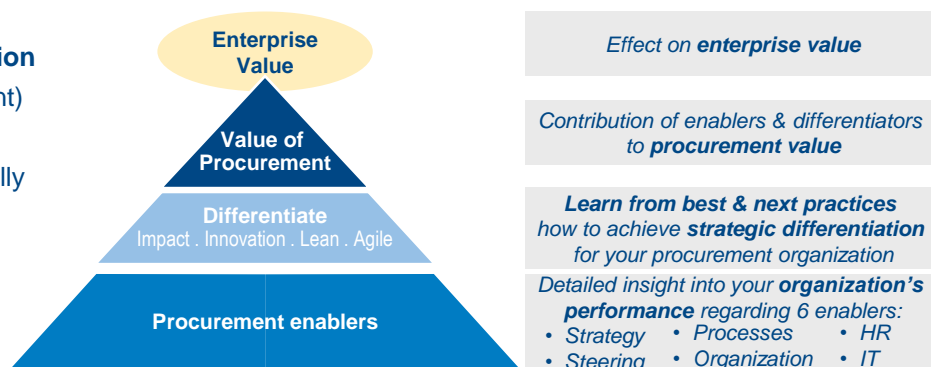
Participation in the study will provide a detailed and holistic view into the organization's performance plus how to differentiate for procurement and enterprise value

Free of charge standard participation

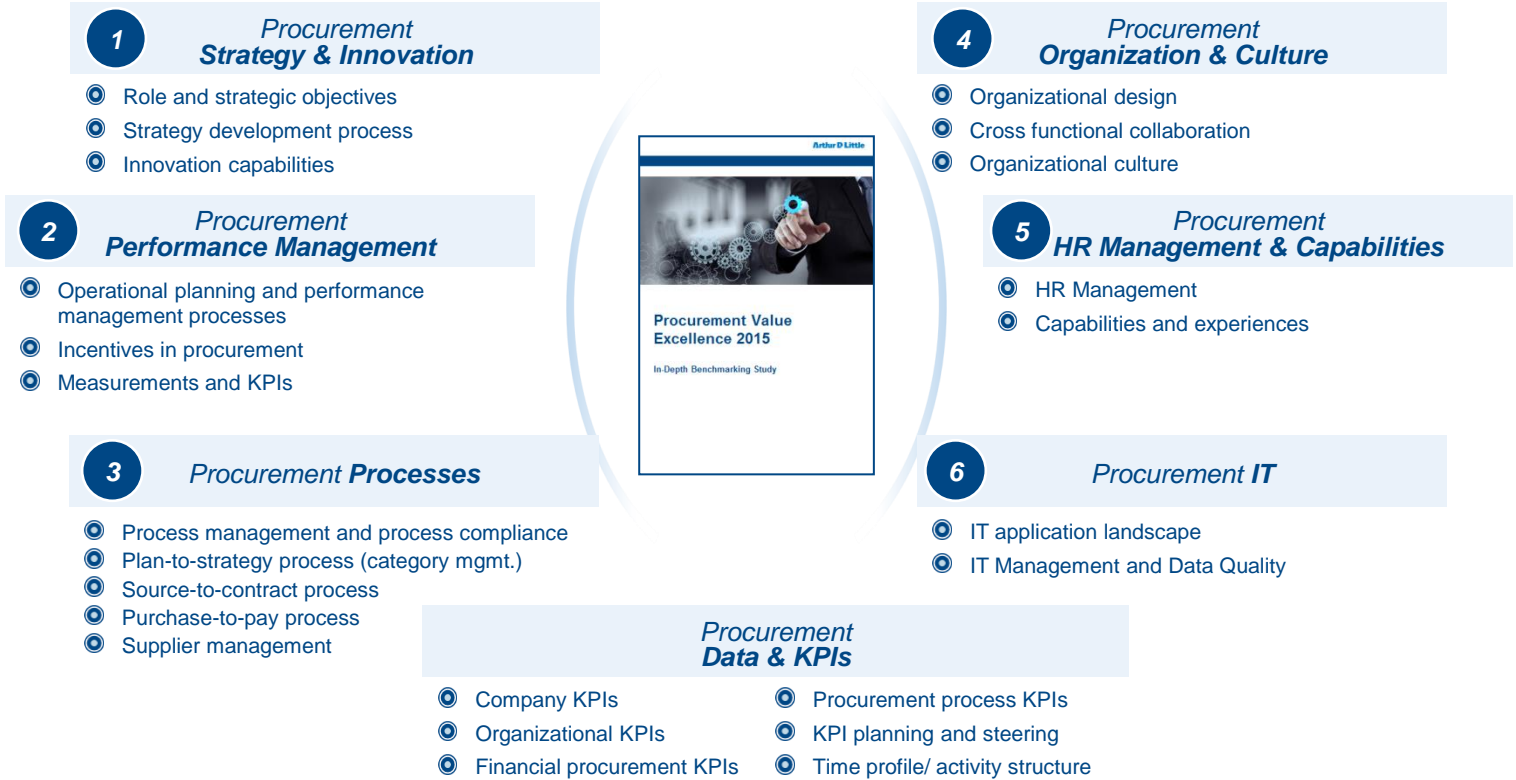
- Conduct survey (self assessment)
- Receive full individual report
- Track your achievements annually
- Presentation by Arthur D. Little

Validation (optional)

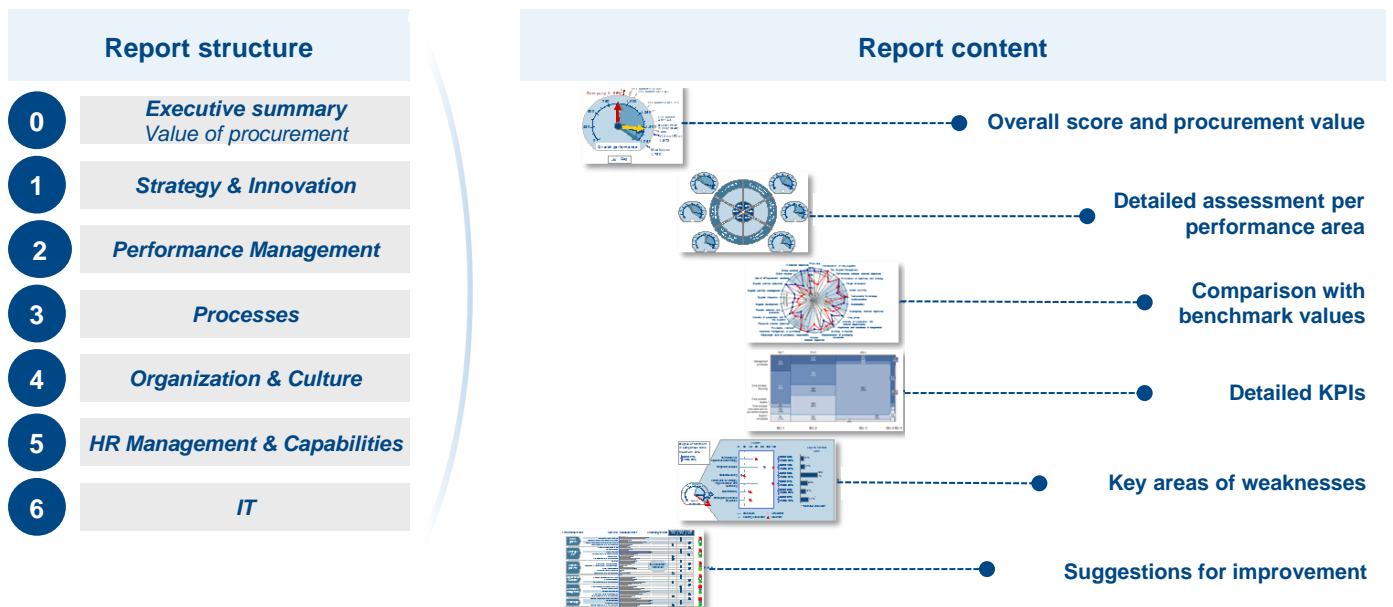
- To validate and approve the report, Arthur D. Little offers to conduct a paid validation workshop



Procurement Value Excellence is analyzed in 6 performance areas



Benchmarking report delivers among others a comparison to top performers within/ across industries up to improvement areas, levers and strategies to realize procurement value



From May to September companies can participate in the benchmark panel



Information & Registration

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