iPOS eProcurement

is a continuous journey

Based on the **2013** survey of worldwide **iPOS** customer base

Drivers for *improving* procurement function

Improve quality of data — **95%**

Analyse spend effectively — **92%**

Improve budget control — **92%**

Improve adherence to company procedures — **92%**

Reduced effort for employees in **procurement** processes — **89%**

Become more strategic in **procurement** — **84%**

Reduce number of suppliers — **83%**
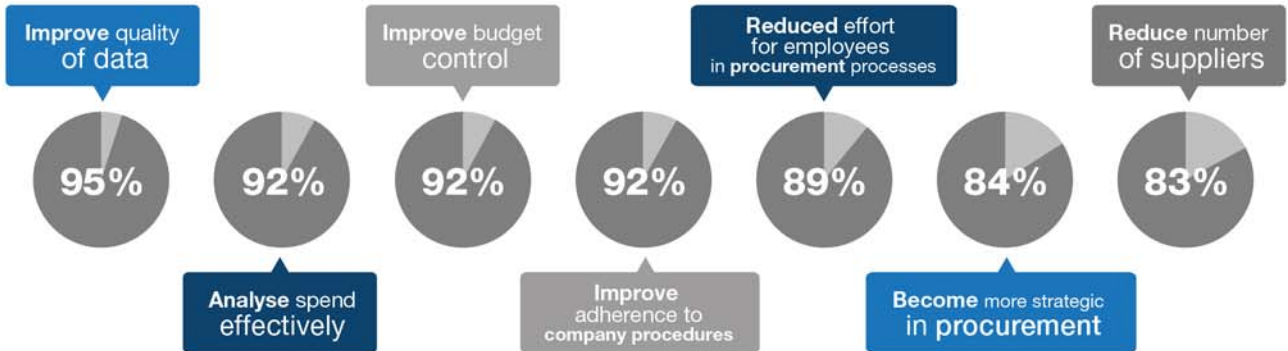
Goals for *implementing* iPOS *contracts*

85%

- Improve control over adherence to contract purchasing.
- Better monitor our performance for supplier contracts.
- Compliance with preferred suppliers.

95%

- Drive savings through contract compliance.
- Make purchasing easier for end users.

Targeted **actions** for procurement *efficiencies*

iPOS **47%**

iPOS **50%**

- Roll out iPOS mobile
- XML integration to other systems.
- Implement punch out.

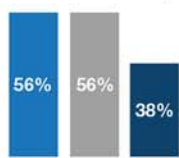## *Challenges* to embracing procurement

Changing people's *behaviour*
81%

Cultural change across *the business*
56%

Migration from *previous system*
13%

Implementation things **I would do** *differently*

56%   56%   38%

- **Improved** and earlier communications to all stakeholders
- **Increased**, multi-level and mandatory role based training
- **Have a more** focussed project team

professional advantage