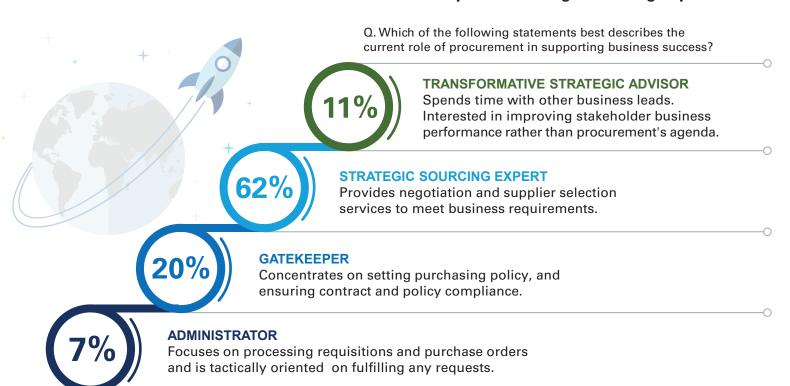# Procurement Agility:
The Key to Enabling Success

Agility: The ability to anticipate or sense disruptive events and changes in business conditions, and quickly adapt to changing stakeholder needs.

AGILITY ELEVATES THE BUSINESS RELATIONSHIP

Agile procurement teams can elevate procurement's role from an administrator to a transformative strategic advisor. By simplifying buying processes using policy-enabled technology, procurement teams can react quickly to changing buying requirements and impact overall business performance.

82% of Procurement Teams Are Either Gatekeepers or Strategic Sourcing Experts

Q. Which of the following statements best describes the current role of procurement in supporting business success?

11%
TRANSFORMATIVE STRATEGIC ADVISOR
Spends time with other business leads. Interested in improving stakeholder business performance rather than procurement's agenda.

62%
STRATEGIC SOURCING EXPERT
Provides negotiation and supplier selection services to meet business requirements.

20%
GATEKEEPER
Concentrates on setting purchasing policy, and ensuring contract and policy compliance.

7%
ADMINISTRATOR
Focuses on processing requisitions and purchase orders and is tactically oriented on fulfilling any requests.

Source: Hackett Group 2021 Procurement Benchmark

HOW TO BECOME A STRATEGIC SOURCING EXPERT

To maintain an agile operating model, procurement leaders must focus on excelling in six areas:

1 Keep pace with the accelerating speed of the market

2 Provide proactive innovation, inspiration and leadership

3 Enable decision-making excellence

4 Optimize stakeholder experience and ease of doing business

5 Leverage a broad and diverse ecosystem of value-driving partnerships

6 Deliver services with flawless quality and compliance

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