

Uncovering the data and digital disconnect

Key findings from an Amazon Business-sponsored survey of more than 270 professionals by Harvard Business Review Analytic Services.¹

Organizations are increasing investment in digital purchasing technologies

Of survey respondents:



41% report that spending has increased this year.



45% say spending will rise over the next year.

Digital is the great enabler

Organizations expect digital technology to not only **increase procurement efficiency and reduce costs**, but also **improve data collection and analysis**.

What are the top benefits your organization hopes to achieve by digitizing more processes and technologies?

72% Increased operational efficiency

58% Reduced costs

42% Improved data collection and analysis

Organizations lack data

While organizations hope digital will help them improve data collection and analysis, **if they aren't collecting the right data, that analysis won't be very rich or useful.**

Of survey respondents, only:



41%

rate their ability to track and analyze data as good or very good.



54%

collect and maintain total spend on each supplier.



24%

analyze the majority of their supplier data that aids decision-making.

Organizations that collect accurate data in the right categories can use analytics to identify trends in purchasing behavior and make better-informed sourcing decisions.

Download the Harvard Business Review Analytic Services report to learn more.

Get the report

