



Digital Procurement Transformation Journey

Services and Expertise

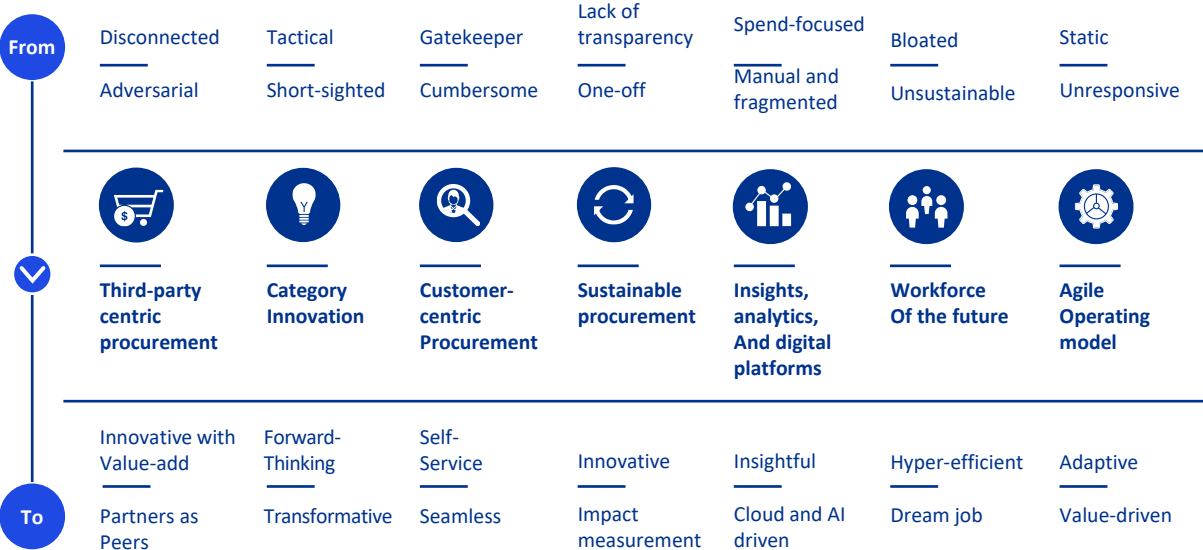
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The CPO agenda for the Future of Procurement

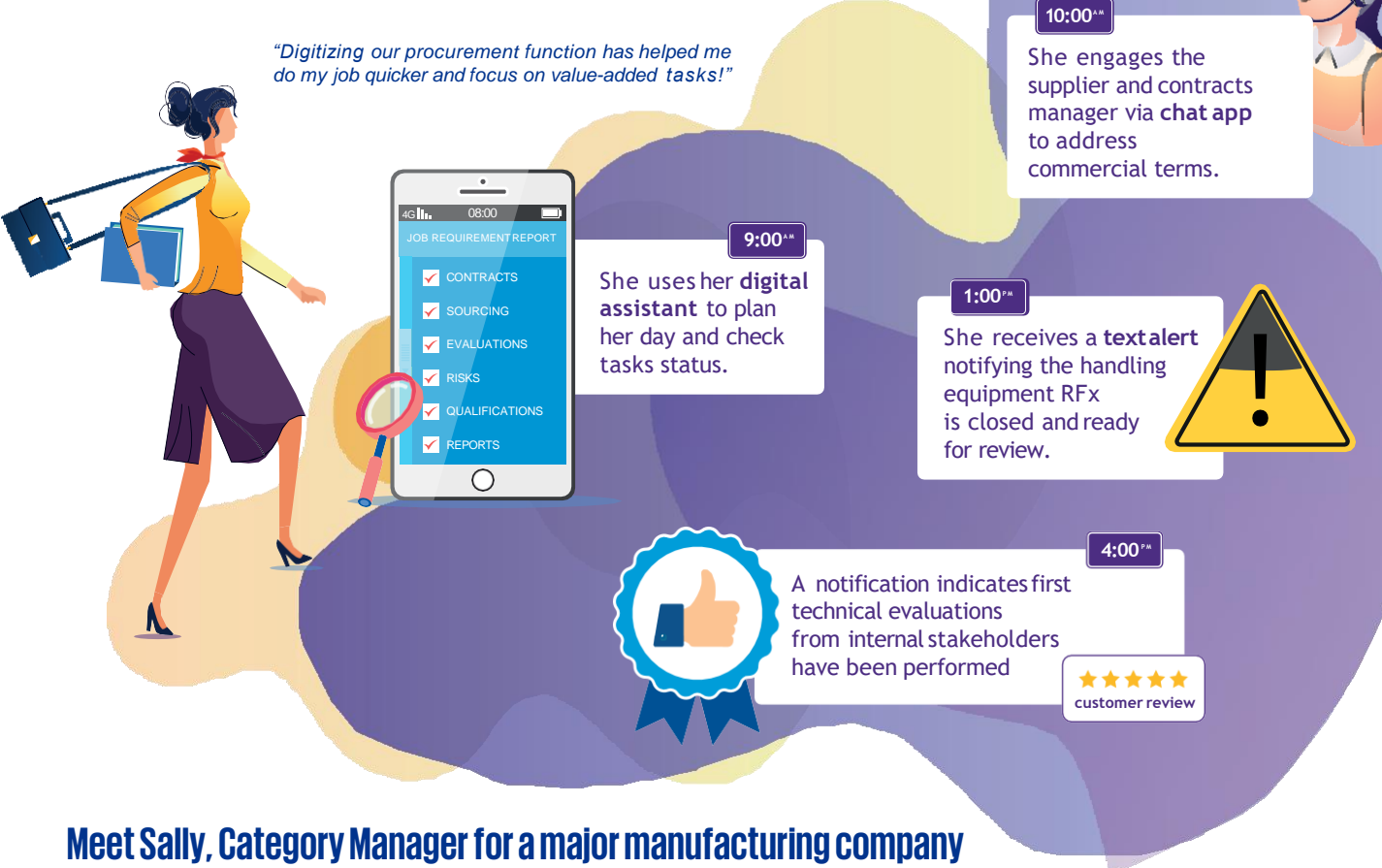
CPOs need to pivot to remain relevant



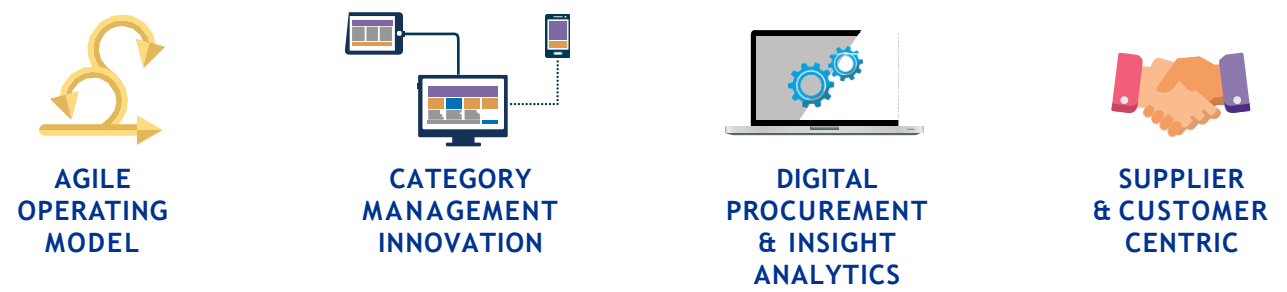
	Procurement will...	By...
	Capitalize on market data	Leveraging technology that perpetually monitors changes in variables that comprise should-cost models
	Shift towards marketplaces	Directing tactical spend to supplier networks and marketplaces
	Become invisible to customers	Providing simple interaction with chatbots, Digital Assistants, and Artificial Intelligence (e.g., Cognitive Contract Authoring)
	Directly impact 70% of The organizational role structure	Using technology to make decisions, improve processes, propose actions, and automate repeatable activities
	Model collaborative behaviours	Finding new insights from data that connects the front, middle & back office

It's all about the experience

Meet Sally, Category Manager for a major manufacturing company



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- Building & energy companies
- International transport company
- Large retail chain

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