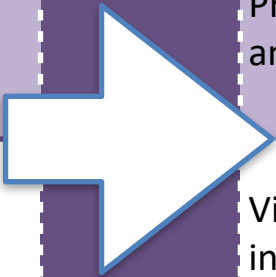


Aspect	Old 'Dumping Ground' Perception		New & Skilled Modern Procurement
Core Function	Simply placing orders and managing transactional processes.	<div>LEVEL UP FROM OLD TO SKILLED & STRATEGIC</div> 	Strategic sourcing, category management, and value optimization.
Required Skills	Basic administrative and data entry skills.		Analytical skills, negotiation, supplier relationship management, and financial acumen.
Technology Use	Limited use of technology, often relying on manual processes.		Proficiency in e-procurement tools, data analytics, and AI-driven decision-making.
Perceived Value	Seen as a cost center focused on reducing expenses.		Viewed as a strategic partner driving profitability, innovation, and sustainability.
Training & Development	Minimal to no formal training; individuals often learned on the job.		Specialized training, certifications (e.g., CIPS, CPSM), and continuous professional development.
Visibility in Organization	Operates behind the scenes with little recognition.		Active involvement in cross-functional collaboration and strategic decision-making.
Stakeholder Interaction	Minimal engagement with internal and external stakeholders.		Strong stakeholder engagement, alignment with business goals, and ability to influence decisions.
Decision-Making	Reactive decision-making, addressing immediate needs.		Proactive, data-driven decision-making aligned with long-term organizational strategy.
Supplier Engagement	Transactional relationships focused solely on price.		Building strategic partnerships with suppliers to drive innovation, manage risk, and ensure sustainability.
Impact on Business Goals	Limited contribution beyond cost savings.		Significant influence on competitiveness, profitability, risk management, and ESG goals.
Adaptability	Resistant to change, slow adoption of new trends or technologies.		Agility in adapting to market trends, technological advancements, and evolving business needs.
Metrics and KPIs	Measured primarily on cost reduction and order processing efficiency.		Measured on value creation, supplier performance, risk mitigation, and contribution to strategic initiatives.
Perception as a Career Path	Seen as a fallback or temporary role without structured growth opportunities.		Recognized as a specialized and rewarding career path with leadership potential.
Certifications & Degrees	NA		CIPS - Masters Degrees etc...