

PROCUREMENT

Procurement PIVOT for Excellence !!



Karima

Procurement Value for Growth

PI

CENTER

WHY Pivot & Center Procurement?

Because when procurement is sidelined, companies:

1. Waste money.
2. React to supply issues instead of preventing them.
3. Miss out on innovation.

When procurement pivot and is centered, organizations:

- Gain strategic control on costs
- Move to revenue driving



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Pivot & Center Procurement?

It's not about shouting, "PIVOT PIVOT CENTER CENTER" ALSO sometimes we have to :)

It's about structuring procurement so that it's impossible to ignore,



because it adds undeniable value.

Procurement Pivot Tips!

Speak the language of finance & strategy, not just cost savings.

Embed procurement in product development, operations, & sales.

Use analytics, & automation to make procurement insights indispensable.

Move from vendor management to strategic partnerships that drive innovation.

Break the slow bureaucratic processes, adopt simple / flexible procurement models.

Example of how to Pivot Procurement to the Center of Business?

Main Area	Best Approach
Governance	Align with C-level leadership to set procurement policies
Technology	Implement sourcing tools that fit your needs, spend analytics, and contract management systems...to better center and pivot
Processes	Standardize workflows for supplier onboarding, sourcing, and negotiations. It about having processes that are simple that everyone knows and can flex when needed
People	Upskill procurement teams to think financially and strategically. Nothing beats a skilled crew who's continuously learning and upgrading the game of procurement
Collaboration	Engage stakeholders early to make procurement an enabler, not a bottleneck. COMMUNICATION - work with every department, align language, need and learn to influence ...

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The FUTURE: Procurement MUST Pivot and Center

If procurement is truly centered:

It dictates market shifts instead of reacting to them.

It influences product design, sustainability, and go-to-market strategies.

It becomes a revenue oriented, proving its worth in the C-suite.



PROCUREMENT !!!!!

PIVOT



Time to Act!

Bottom Line: If Procurement Wants a Seat at the Table, It Must PIVOT & Prove its Value, Not Just the Savings.

Are you leading procurement, or just executing ?



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