

FINANCE PROFESSIONALS HAVE THEIR SAY ABOUT PROCUREMENT

Scout Original Research

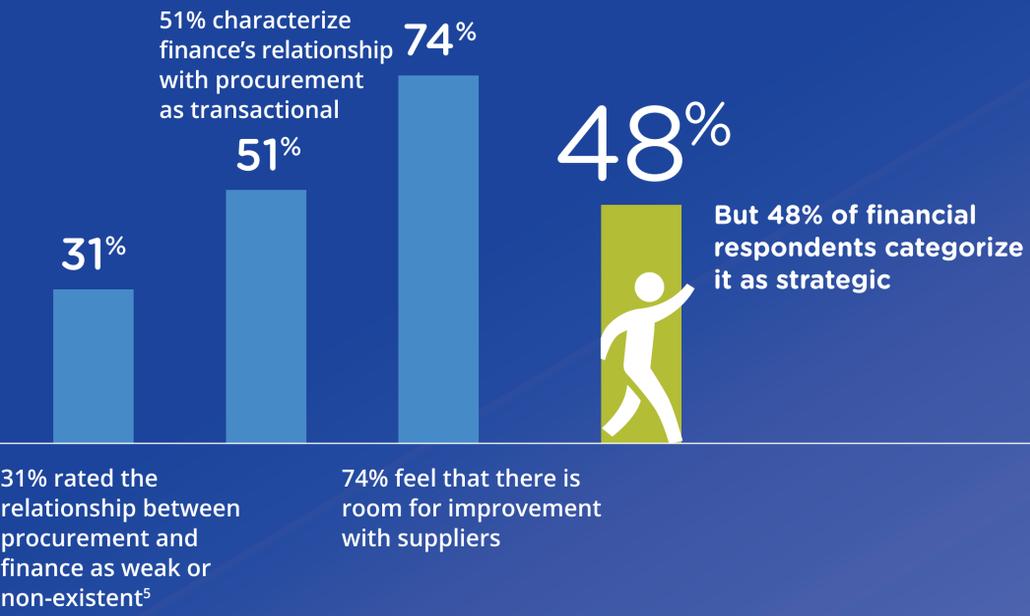
When CPOs and CFOs outlined their top priorities, they look remarkably similar:

Top Priorities for CFOs:	Top Priorities for CPOs:
▶ On-going cost control	▶ Cost reduction
▶ Increasing productivity/efficiency	▶ Managing risks
▶ Introducing new products/services	▶ Introducing new products/services
▶ Organic growth ²	▶ Increasing cashflow ¹

This overall focus on cost is merited. Enterprises that set cost savings and spend under management goals drive significant returns:

\$ Setting cost savings and spend under management goals can yield:

- ▶ 5-10% reductions in working capital requirements
- ▶ 30-40% greater addressable spend visibility
- ▶ Incremental ROI on existing technology investments
- ▶ 20-40% less maverick spending³



Most important characteristics for a strategic procurement solution to have, according to finance professionals:



Five steps to better collaboration between Procurement and Finance:



- 1 Improve spend control and visibility
- 2 Drive process efficiencies
- 3 Plan and set standards together
- 4 Use collaborative technology
- 5 Provide insights throughout the sourcing process

1 IBM : The Finance Perspective on Procurement (2010).
2 IBM : The Finance Perspective on Procurement (2010).
3 Accenture : Finance 2020 (2015).

4 Accenture : CFOs: The digital kingdom begs for a strategic ruler (2016).
5 Oracle : The CFO as Catalyst for Change (2013).

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