

SCOUT END-OF-YEAR RESEARCH: THE STATE OF SOURCING

What separates best-in-class sourcing organizations from the rest of the pack and how does Scout help bring them into the winner's circle? Take a look.

Accenture: Procurement masters save 10X as much as it costs to run procurement organizations ⁽¹⁾



10X

97% of Scout customers see more than 10X ROI within the first year of using Scout



3X

Scout customers are experiencing a 3X growth of stakeholder adoption year-over-year



Deloitte: CPOs rate effectiveness of business partnering at less than 70% ⁽³⁾



84%

of Scout customers see improved communication across the company

Aberdeen: 77% of best-in-class organizations have established team-based sourcing approach ⁽²⁾



Deloitte: 79% of procurement leaders focus on cost reduction, 48% strive to increase cashflow ⁽³⁾



90% of Scout customers see a benefit to the company's overall cash position



89%

of Scout customers launch their first event within a week of implementation (95.2% within the first month)

Aberdeen: Best-in-class organizations run 3x more eSourcing events annually than others ⁽⁵⁾



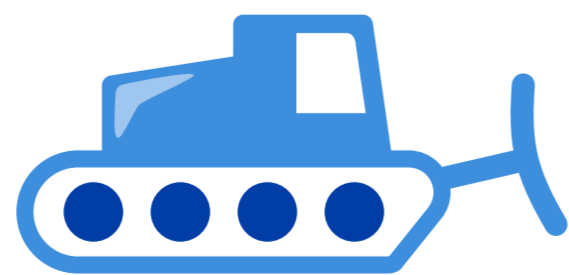
78% of Scout customers see up to a 4-7% increase in spend under management and 15% achieve more than 10%

Aberdeen: Enterprises achieve a 5-20% cost savings for each new dollar of spend brought under management ⁽⁴⁾



68% of Scout customers see compliance improvements

Accenture: Procurement will be evaluated by more advanced measures (beyond cost reduction and savings) that link to the company's strategy, global demand supply policy, and compliance ⁽¹⁾



Over **\$13 Billion** Managed to date through Scout

1: Accenture: Procurement's Next Frontier
2: Aberdeen: Best-in-Class Strategic Sourcing
3: Deloitte: 2017 Survey

4: Aberdeen: Spend Analysis: Working Too Hard for the Money
5: Aberdeen: The Best-in-Class Lead the Way on eSourcing