

### Top-class participants

For this study more than 10,000 top level managers (from Head of Purchasing to CEO) of renowned companies across industries worldwide will be contacted.

### Minimum effort – maximum benefit

Participation is easy and simple. You can choose between a phone based or personal interview on site. It will not take more than 15-30 minutes of your time.

In order to arrange a meeting or for any further enquiries you can contact us at the following number:

**Phone: +49.(0)30.600.501-207**

Confidentiality is guaranteed at any time and data will only be used in an anonymized way.

### Our recommendation

On request we are happy to present the results of the benchmark to you personally.

In order to gain the full benefit of this free benchmark, we recommend that your procurement as well as operations managers also participate in this study with a specific questionnaire tailored to their needs.

### Your contact

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[www.globalprocurementstudy.com](http://www.globalprocurementstudy.com)

### Our expert



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# Procurement in the 21st Century

## Global Procurement Study



## Success factor procurement

Due to the global economic crisis, procurement and more specific reducing procurements costs not only gained increasing importance but also showed the relevance of procurement for the company's success. Unexploited potentials are not only substantial but also critical for the competitive advantage and profitability of a company. Only the ones, who realize this, will emerge victorious.

## Your benefit

Use this unique study – based on sample size, scope and global focus – as free benchmark for the procurement of your company. For example, find out:

- ? How good are your procurement operations? How good is the competition?
- ? What are the current trends and success factors in your industry worldwide?
- ? What are benchmarks and best practices in procurement around the world?
- ? What can you learn from the best companies across industries?

Each participant will be provided with an individual analysis. This comprehensive benchmark will offer specific advise on how to improve the performance of your procurement operations and shape it up for the future.

The best companies will be awarded with a price.

## Initiators



This study was initiated by our experts under the supervision of **Dr. Thorsten Makowski**.

## Partner



**BMÖ** is the Austrian Association of Material Supply, Procurement and Logistics.



**AHK** (German Chambers of Commerce Abroad) are the most important partners for trade abroad with 120 locations worldwide.



**BGA** is the German Association of Wholesaling, Foreign Trade and Services.



**ICC** (International Chamber of Commerce) is partner of the global economy across industries.



**GSBA Zurich** represents an academic alliance of six well-known universities on all continents.

## Scope of study

This study will deliver answers to central questions about strategic orientation, potentials, optimal monitoring, supplier management and trends in procurement free of charge. For example it covers:

1. Which impact does the economic crisis have on global procurement?
2. Which importance do sustainability and ecology have for procurement activities?
3. Which trends are observable regarding procurement costs? Who are the winners and losers of the crisis?
4. Do companies see the significant potential for reducing procurement costs? To which extent are they realized?
5. How do companies react to the imminent bankruptcy of business partners?
6. In which procurement related topics are companies successful in which not?
7. Which criteria are important for the selection and evaluation of suppliers?
8. To which extent are processes in procurement standardized?
9. How qualified are employees in procurement?