

Procurement in the 21st century

Global study: Procurement as chance for your investment



Procurement: The success factor for your investment

Due to the global economic crisis, reducing procurements costs not only gained increasing importance but also showed the relevance of procurement for the profitability of investments. The unexploited potentials are not only substantial but also critical for the **competitiveness and profitability of your investment**.

Prestigious partners

The global focus of this study is **underpinned by the collaboration** with ICC Deutschland e.V. (the German branch of the International Chamber of Commerce), the most important German Chambers of Commerce Abroad around the world, the German Association of Wholesaling, Foreign Trade and Services, the GSBA Zurich (an academic alliance of six well-known universities on all 5 continents), and the Austrian Association of Material Supply, Procurement and Logistics.

Top-class participants

Under the responsibility of Dr. Thorsten Makowski more than **10,000 top level managers** of renowned private equity and other companies worldwide will be contacted, in order to investigate global trends as well as the impact of the current economic crisis.

Free benchmark for your investment

This study will deliver answers to central questions about strategic orientation, potentials, optimal monitoring and trends in procurement free of charge. Based on the individual analysis of your response you will be able to see what your investments can learn from Best-Practice-Companies, **where the biggest levers for cost reduction are** and how you can shape up your procurement for the future. On request, we are also happy to present the results of the benchmark to you personally.

High validity through integration of your investments

In order to gain the full benefit of this free benchmark, we recommend that a procurement or operations managers of your investment also participates in this study with a specific questionnaire tailored to his/her needs.