

# PORTRAIT OF A PRO CUREMENT MASTER

## MASTERS HAVE RAISED THE PERFORMANCE BAR

**15:1** 

They deliver a 15:1 return on investment

**88%** 

have a better Pre-Tax ROIC

**63%** 

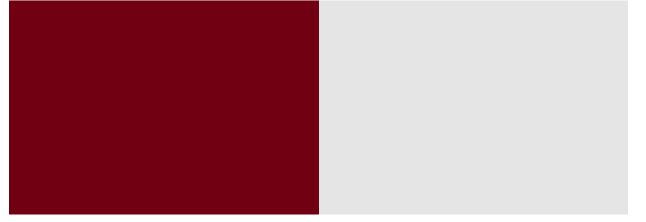
63% have a higher capital efficiency

63% have a lower SG&A expense ratio (as percent of revenue)

## MASTERS EXPAND INTO AREAS PREVIOUSLY OFF LIMITS


**53%** 

more likely to be integrated into the executive committee, providing greater influence over buying behavior.

**50%** 

more likely to be embedded in the product design process, rather than relegated to the sidelines.

## MASTERS ABANDON THE DO-IT-YOURSELF APPROACH

**63%**  more likely to use their ecosystem for value chain partnering

## MASTERS USE DIGITAL TO ALTER PROCUREMENT FUNDAMENTALS

**A global shipping company employed a virtual robot to manage procurement processes across systems.**

**160** Manual workload has been reduced by at least 160 hours per month.

**12-30** Processing time has gone from 4.5 hours to 12-30 minutes, depending on the process.



Learn how to spur your company to new heights in the art of strategic procurement with our full report: [www.accenture.com/procurementmaster](http://www.accenture.com/procurementmaster)