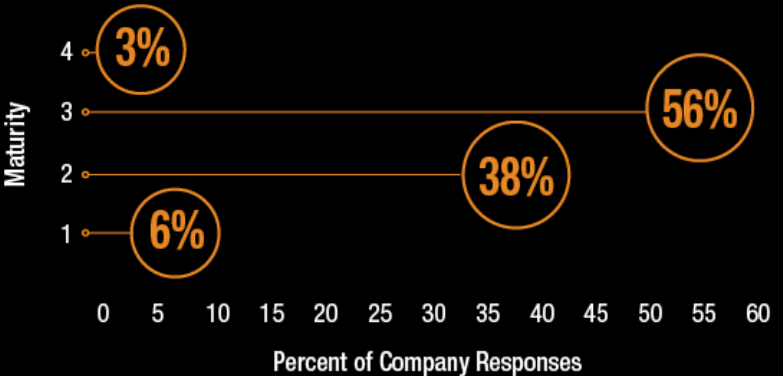




How engaged is your sourcing team in
CAPITAL PROJECTS?



Scale	Definition
1 =	Performs tactical purchase order activities.
2 =	Performs tactical (reactive) sourcing activities and other support.
3 =	Drives sourcing activities and is well-integrated into cross-functional teams.
4 =	Provides deep technical expertise and decision-making advice.

Capital Teams Strive for Increased Involvement

A recent CAPS Research report indicates that Capital Projects spend is on average 8% of annual revenue. 59% of the respondents report their teams are driving significant value to capital projects by being well integrated and delivering technical expertise. (Maturity = 3 or 4)

Source: SnapShots Benchmark - Measuring Capital Projects Sourcing and Management Metric Report

Measure up. Move Forward.

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