

On the Front Line of Managed Spend

Sourceable spend is increasingly being managed by supply management/procurement groups, and category employees are on the front lines of managing that spend. That growing influence gives an organization a more strategic approach, increased savings and more protection from supplier risk. It could also mean more investment in category resources and even new category employees. The average annual spend per category employee across organizations, regardless of industry, is US\$124 million. How does your company compare?

Source: *The Metrics of Supply Management*, CAPS Research, July 2016.

Measure up. Move Forward.

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