

**FROM TACTICAL TO
STRATEGIC PROCUREMENT**

TACTICAL → STRATEGIC PROCUREMENT

Designing Procurement

VOLATILITY, ESG & AI

Procurement is being reshaped

TACTICAL

Transactions

STRATEGIC

Structural

BUNDLED COSTS

Margins

Rebates

Rate cards

TRANSPARENCY

Cost to serve

Auditability

Control

IF EFFORT FALLS...

DOES COST FALL?

VALUE

TRANSPARENCY

INNOVATION

TRANSPARENCY

ESG LEADERSHIP

VISIBILITY
INCENTIVES
MEASURABLE

THE DIFFERENCE IS DESIGN



THANK YOU