

Information Needs by Procurement Initiative

Initiatives in the Procurement 'System'	Sample Information Needs
Strategic Sourcing	<ul style="list-style-type: none"> • Identify prospective suppliers • What to ask in RFx • Pricing structure • Negotiation strategy
Spend Analysis	<ul style="list-style-type: none"> • Determine relative leverage • Determine supplier's control over costs • Identify key performance indicators • Profile unique suppliers
Risk Management	<ul style="list-style-type: none"> • Anticipated material shortages • Geopolitical instability • Changing regulations
Category Management	<ul style="list-style-type: none"> • Common points of leverage across projects • Suppliers offering cross category products or solutions • New contract models
Procurement Transformation	<ul style="list-style-type: none"> • Market forces affecting the company • New sources of competitions • Emerging technologies