UNDER PRESSURE:
The macroeconomic forces threatening Procurement.
And how to outrun them all.

Here’s what global Procurement leaders list as their biggest economic concerns:

- **50%** Supply chain disruptions
- **60%** Recession
- **95%** Rising inflation

To push back on these challenges, **Procurement needs to:**

- Factor supplier risk into purchasing decisions
- Reduce costs to improve operational agility
- Control spend to combat rising prices
But even before we entered this era of volatility the average performance of procurement organizations was not ready to meet the current challenges.

Supplier On-time Delivery  
Best in class 83%  
Average 55%\(^1\)

Spend Under Management  
Best in class 75%  
Average 47%\(^1\)

Touches per PO  
Best in class 1.3  
Average 2.2\(^1\)

And it’s only getting harder. The reason? **Process complexity is at an all-time high.**

71% of companies use 10 or more applications to execute one single business process

Increasing complexity creates a breeding ground for hidden inefficiencies silently killing the performance of your procurement organization:

- Inaccurate lead times
- Changing delivery dates
- Price and quantity changes

You name it…
So how do the best in class organizations of today improve supplier reliability, control spend, and cut costs amidst rampant volatility?

They are using process mining to battle inefficiencies and control their controllables.

**vodafone**
Increased their perfect PO rate from 73% to 98%

**TD SYNNE**
Reduced price change rates on POs by 27%

**bp**
Drove $800M in procurement cost savings

The Celonis EMS is a battle-tested platform at a time when results need to be delivered, fast.

Use it to mitigate supply disruptions, maximize purchasing power and cut costs.

Let’s go.