

Why invest in SRM?



Investing in Supplier Relationship Management (SRM) offers several compelling benefits supported by research data to organizations, indicating the significance in driving improved supplier relationships, risk management, innovation, and overall supply chain performance.



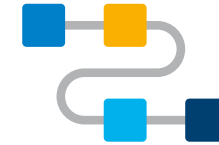
Increase Supplier Collaboration

61% of Chief Procurement Officers (CPOs) highlight "Increasing level of supplier collaboration" as their top priority for 2023, investing in SRM becomes crucial for fostering closer relationships that drive innovation, efficiency, and mutual growth.



Improve Risk Management

68% of organizations surveyed consider "Supply shortages and/or rising cost of inputs for their business" as a trend likely to drive transformation, SRM allows organizations to enhance risk management and supply chain resilience.



Localized Supply Chains

60% of surveyed organizations view "Supply chains becoming more localized" as a transformative trend, investing in SRM supports the management of localized supplier relationships and partnerships effectively.



Supply Disruption Prediction Challenges

Only 25% of firms can predict supply disruptions "to a large extent," SRM provides the tools and capabilities to improve supply chain visibility and forecasting accuracy.



Compliance and Non-Compliance Impact

With 40% of CPOs citing the impact of "contract compliance failures" and 25% citing "broader supplier non-compliance", SRM investment can ensure supplier-related compliance and minimize associated risks.



Critical Talent Loss and Internal Risks

With the loss of critical talent identified as a top internal issue by 47% of CPOs, investing in SRM can help address this challenge through training, knowledge transfer, and maintaining strong supplier relationships.

Source:

Deloitte (2023) Global Chief Procurement Officer (CPO) Survey: Orchestrators of Value. Available at: <https://www2.deloitte.com/content/dam/Deloitte/us/Documents/consulting/us-2023-global-chief-procurement-officer-survey.pdf>.

Accenture & Procurement Leaders (2022) Harnessing the power of supplier collaboration and innovation. Available at: <https://marketplace.procurementleaders.com/partners/accenture/resources/report-harnessing-supplier-collaboration-innovation>.