



## Methods

# From Strategy to Procurement Performance Management

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Advancing • Procurement • Performance

## Understand clearly articulated business strategy statement

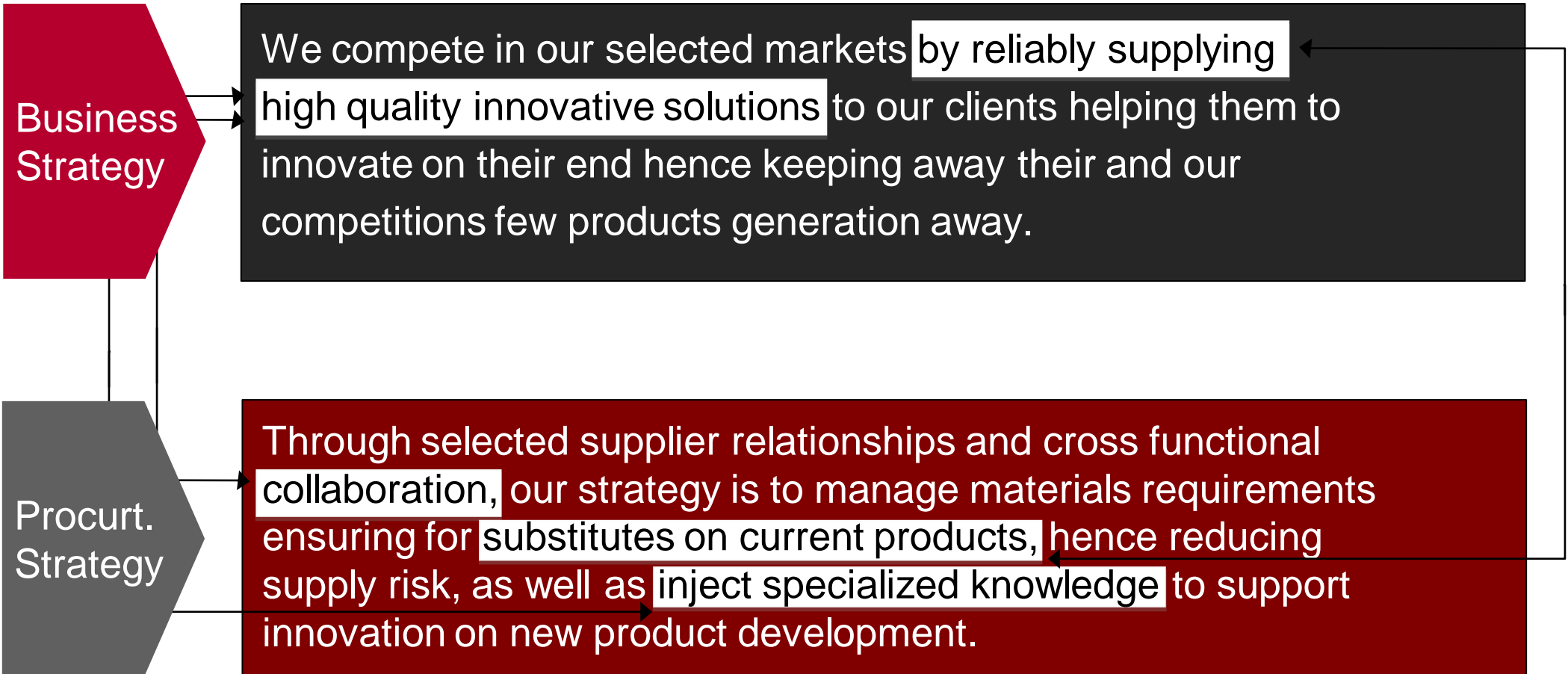
A red arrow pointing to the right, containing the text 'Business Strategy'.

Business  
Strategy

We compete in our selected markets by reliably supplying high quality innovative solutions to our clients helping them to innovate on their end hence keeping away their and our competitions few products generation away.



## Translate business strategy into procurement strategy



# Translate procurement strategy into key procurement performance management indicators



Through selected supplier relationships and cross functional collaboration, our strategy is to manage materials requirements ensuring for substitutes on current products, hence reducing supply risk, as well as inject specialized knowledge to support innovation on new product development.





## About “Methods”

- **“Methods” is Sievo’s way of sharing practical approaches to embrace strategy based procurement performance management**
- **“Methods” illustrates the application of multiple publicly available tools borrowed from the academic, consulting and industry world.**
- **“Methods” complements and does not replace the expertise of specialist firms helping companies to advance procurement performance.**

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