

ISM Benchmarking Survey - June 2017

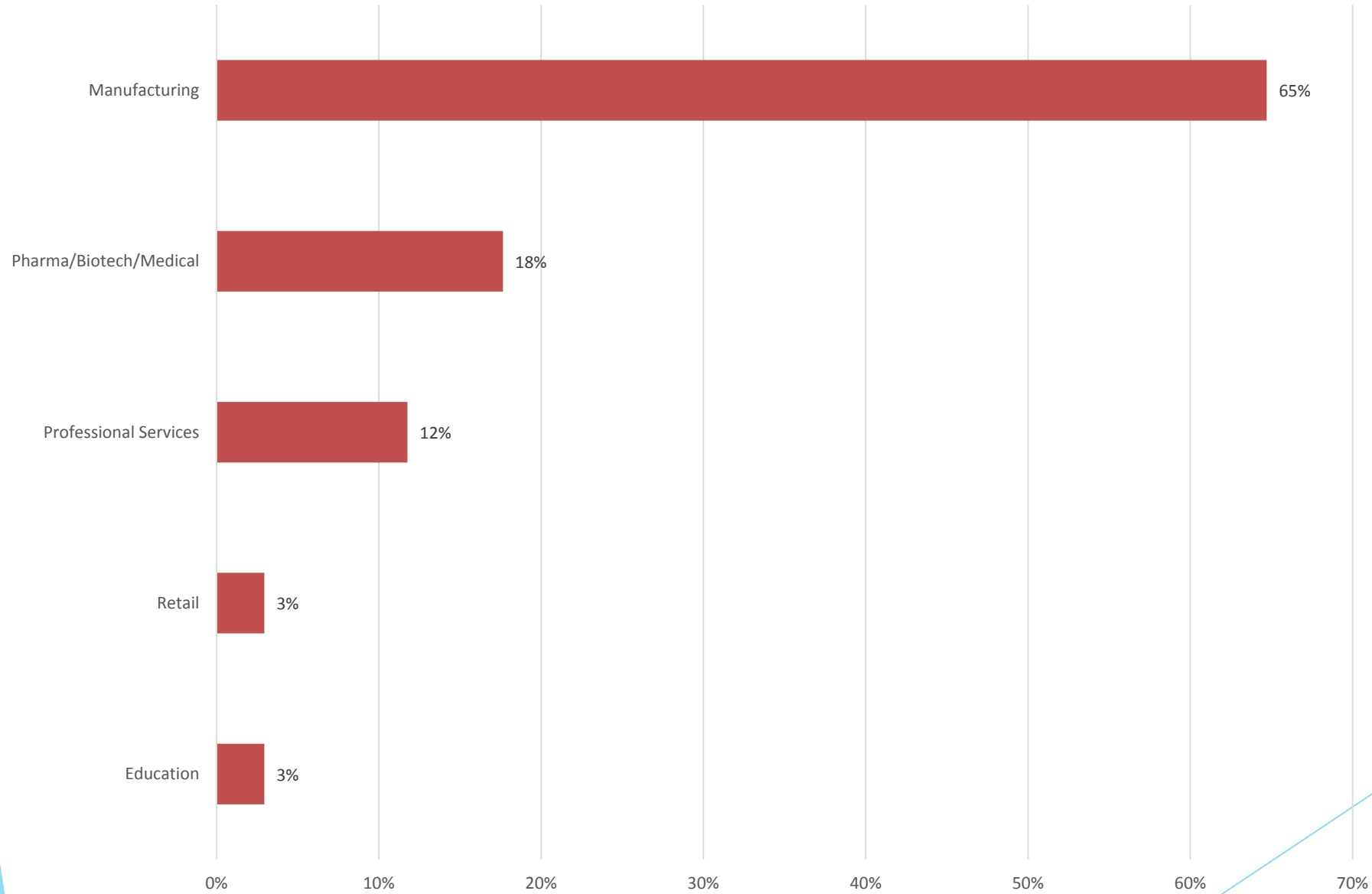


ISM—Twin Cities, Inc.

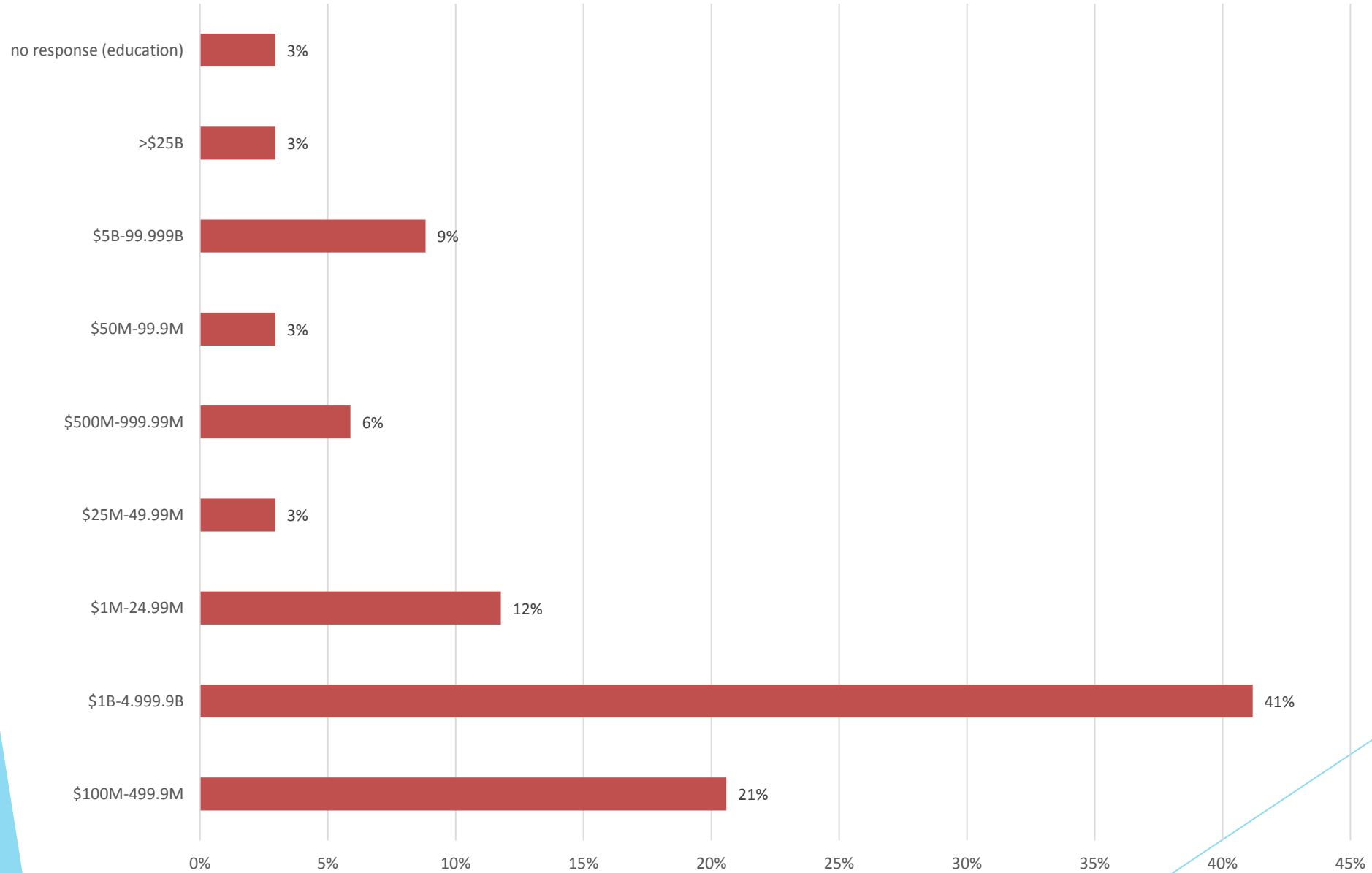
Survey Summary

- ▶ Objective: Examine best practices throughout Supply Management
- ▶ Benchmarking survey was sent to 124 ISM-Twin Cities member companies
- ▶ 34 responses - 27% response rate

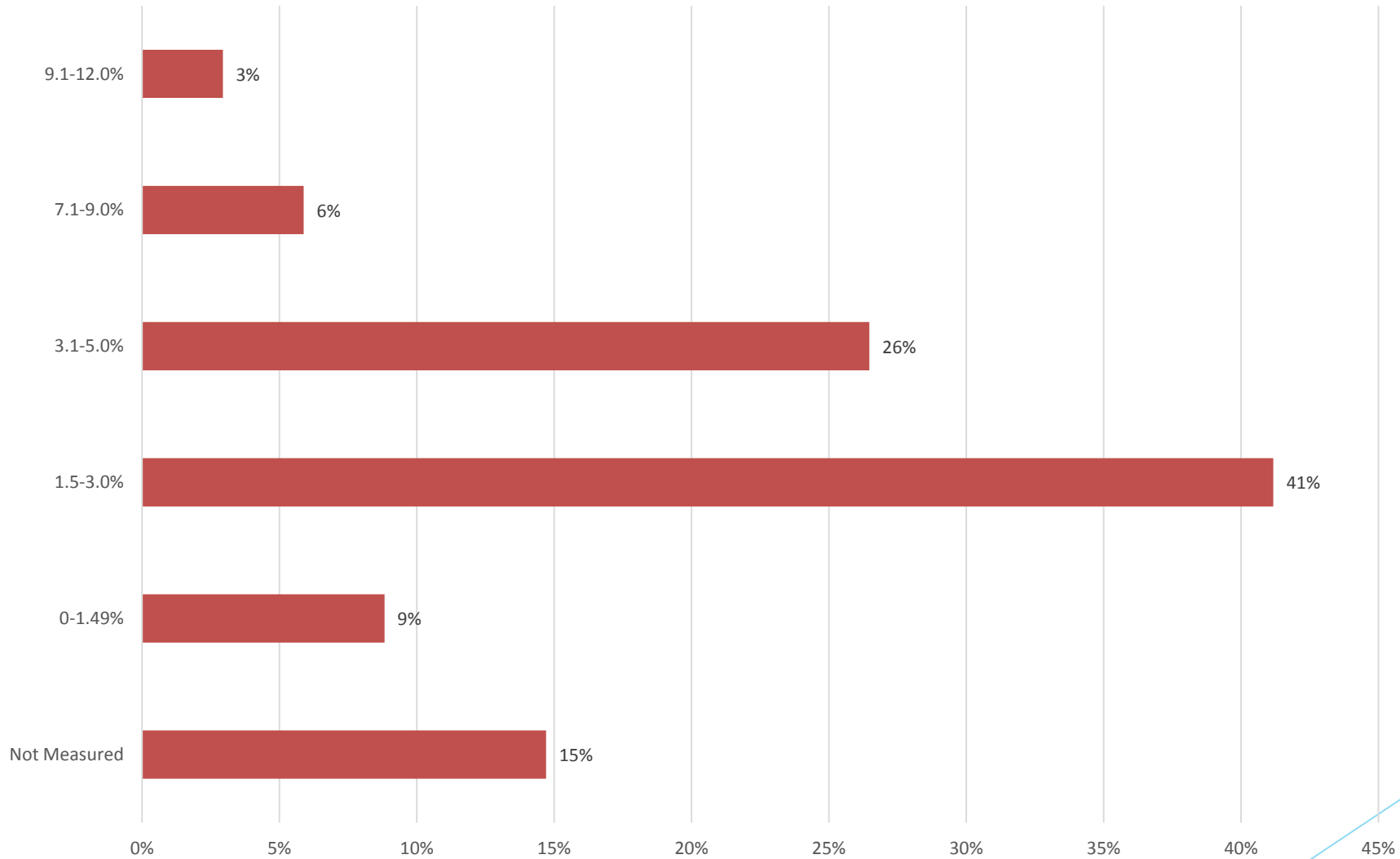
What is your primary industry?



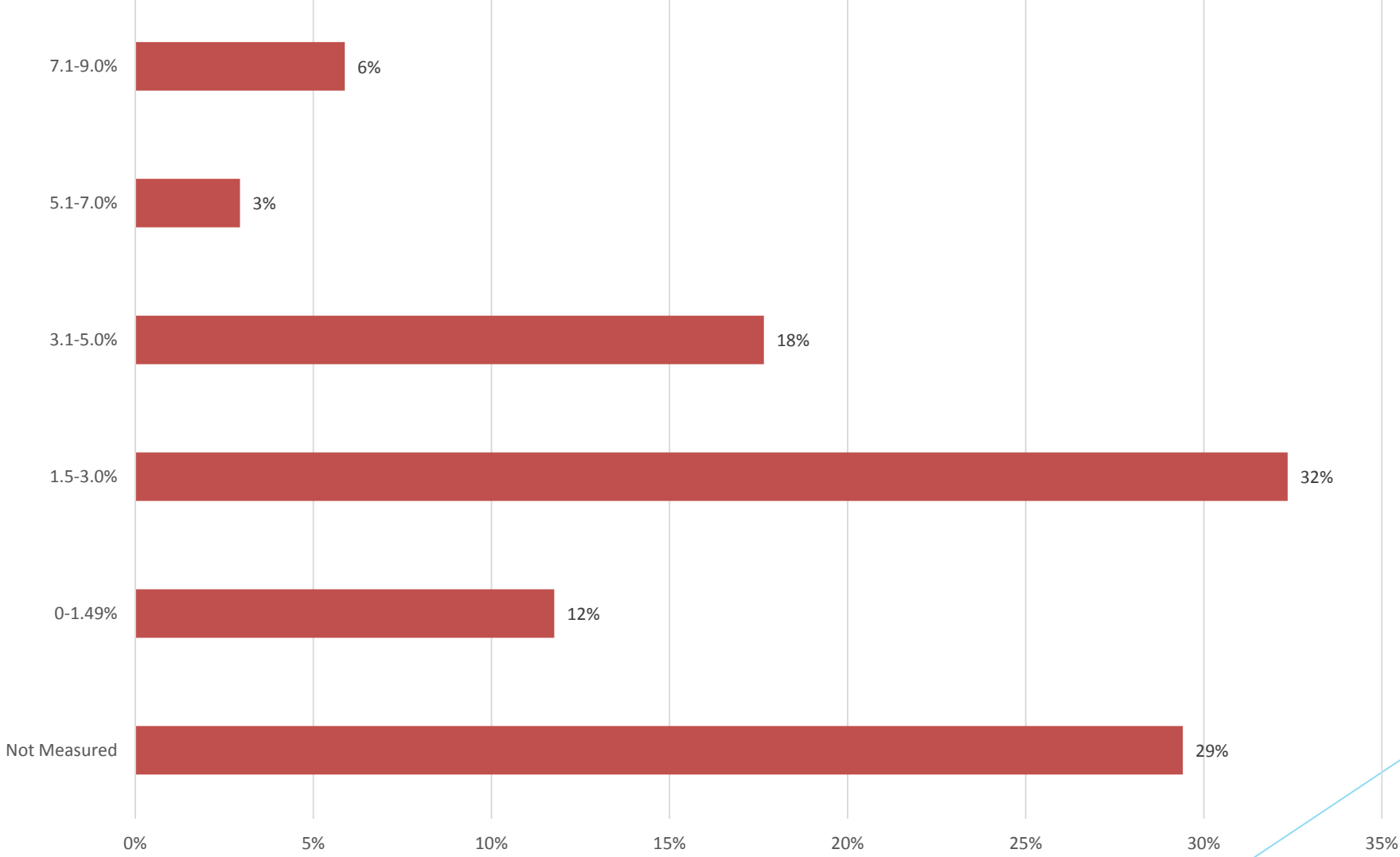
What is your company's total annual revenue?



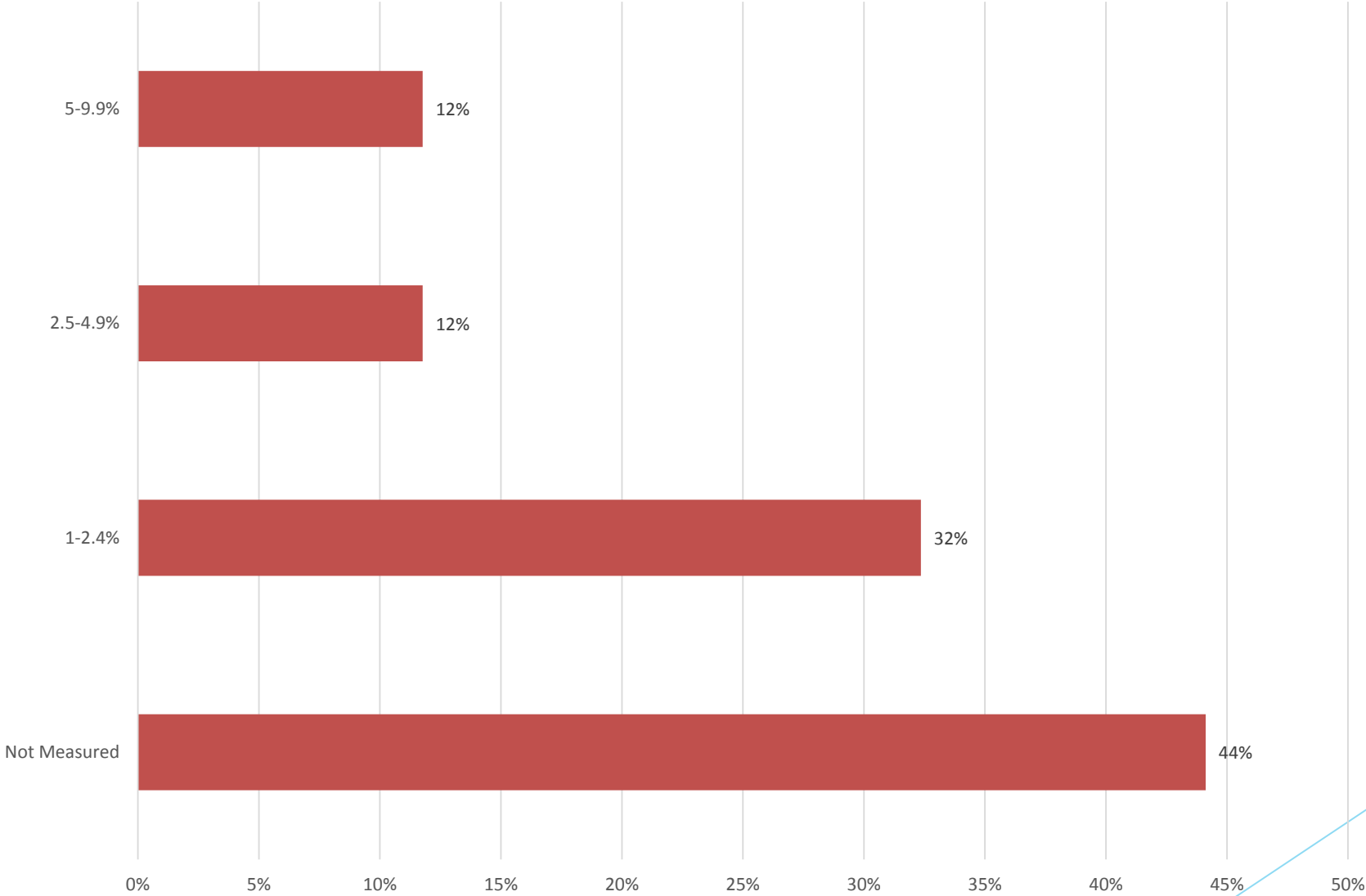
What is your annual cost savings as a percent of spend for the direct category?



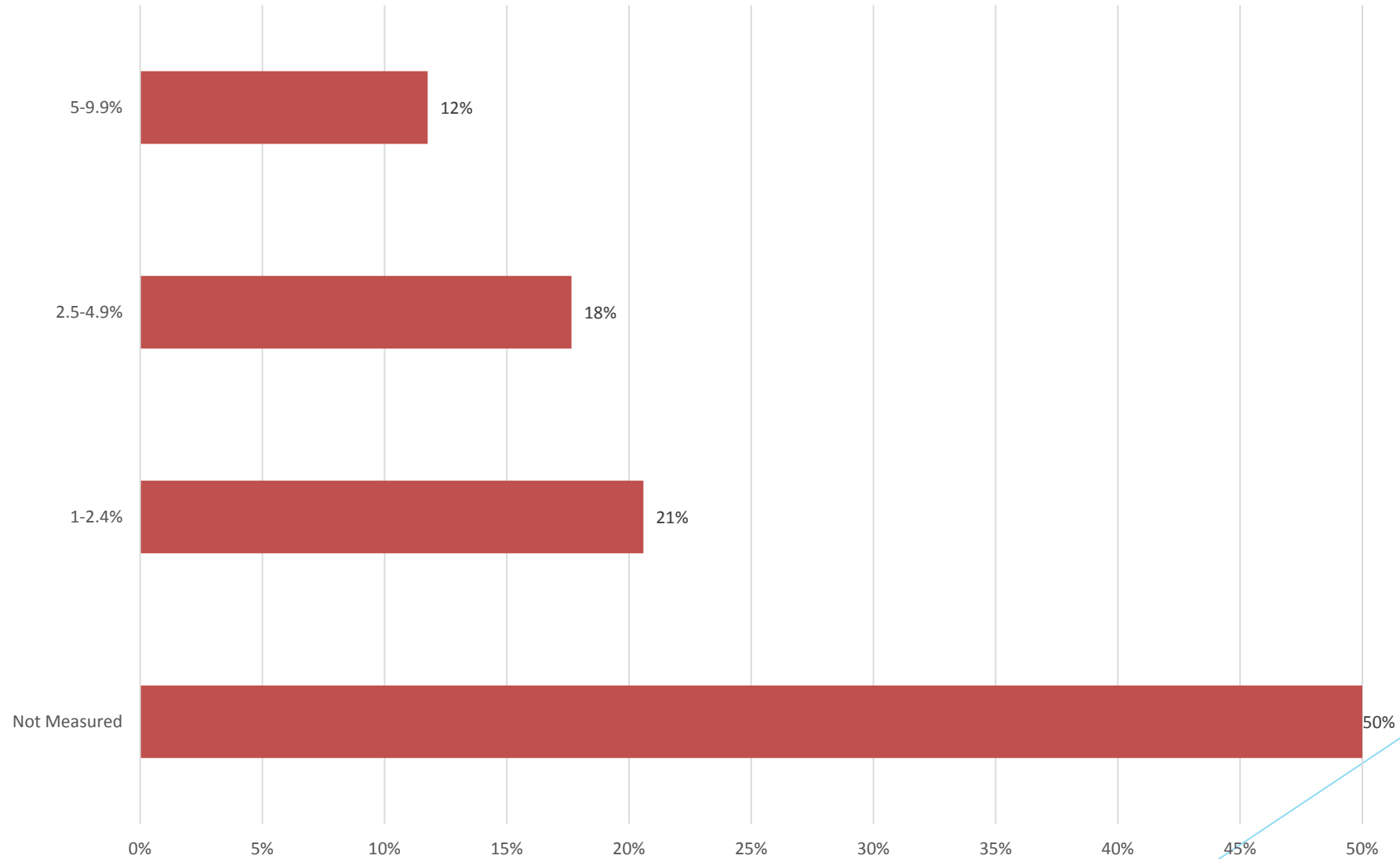
What is your annual cost savings as a percent of spend for the indirect category?



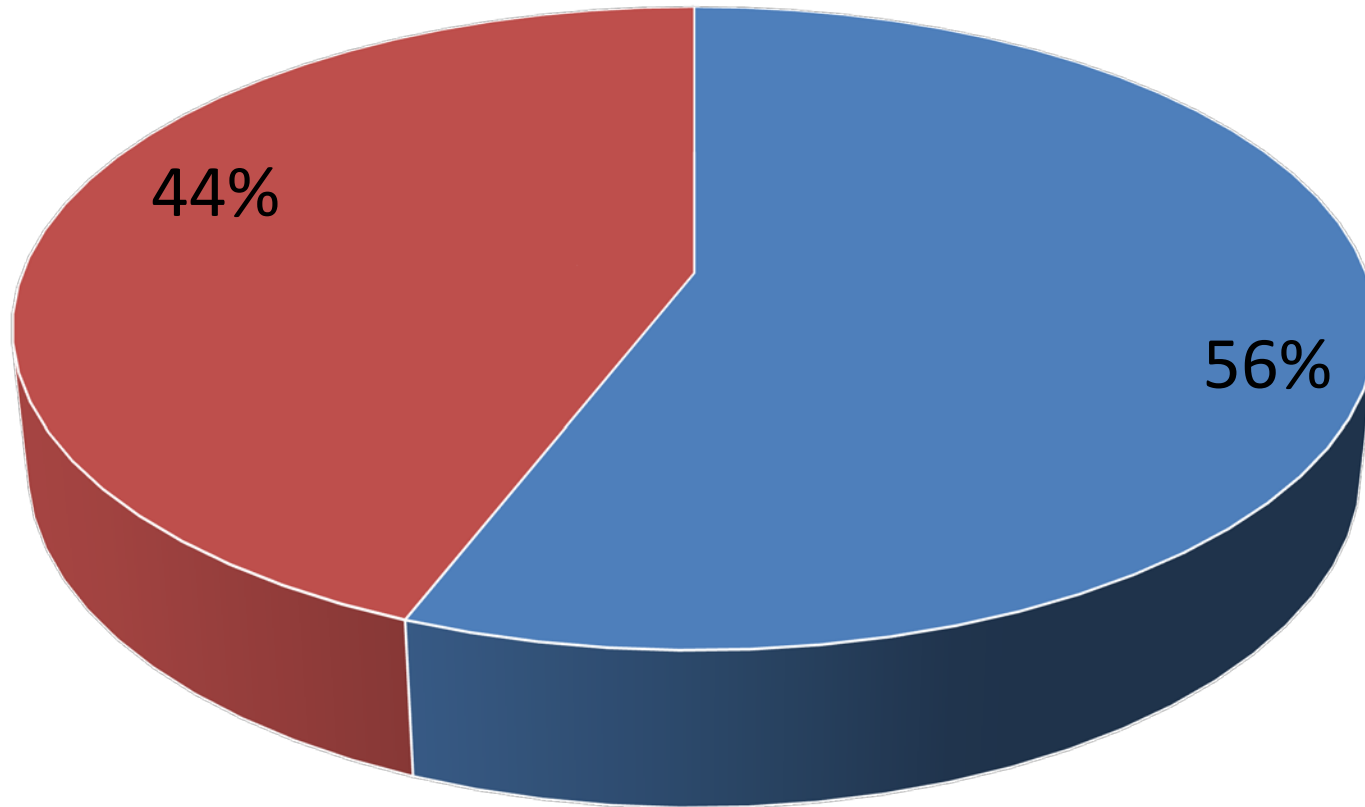
What are your annual cost avoidances as a percent of spend for the direct category?



What are your annual cost avoidances as a percent of spend for the indirect category?

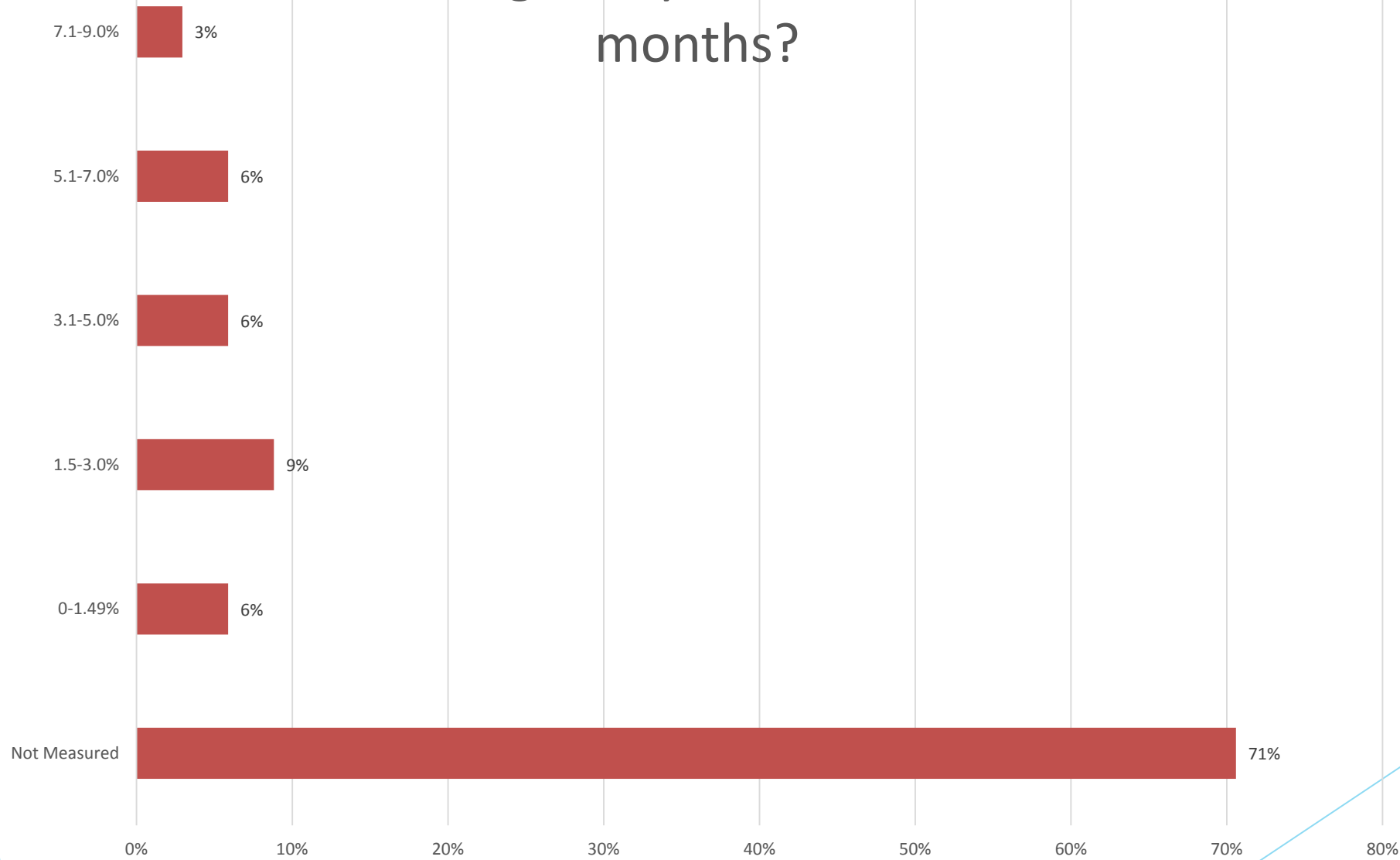


Do you have a spend analytics tool?

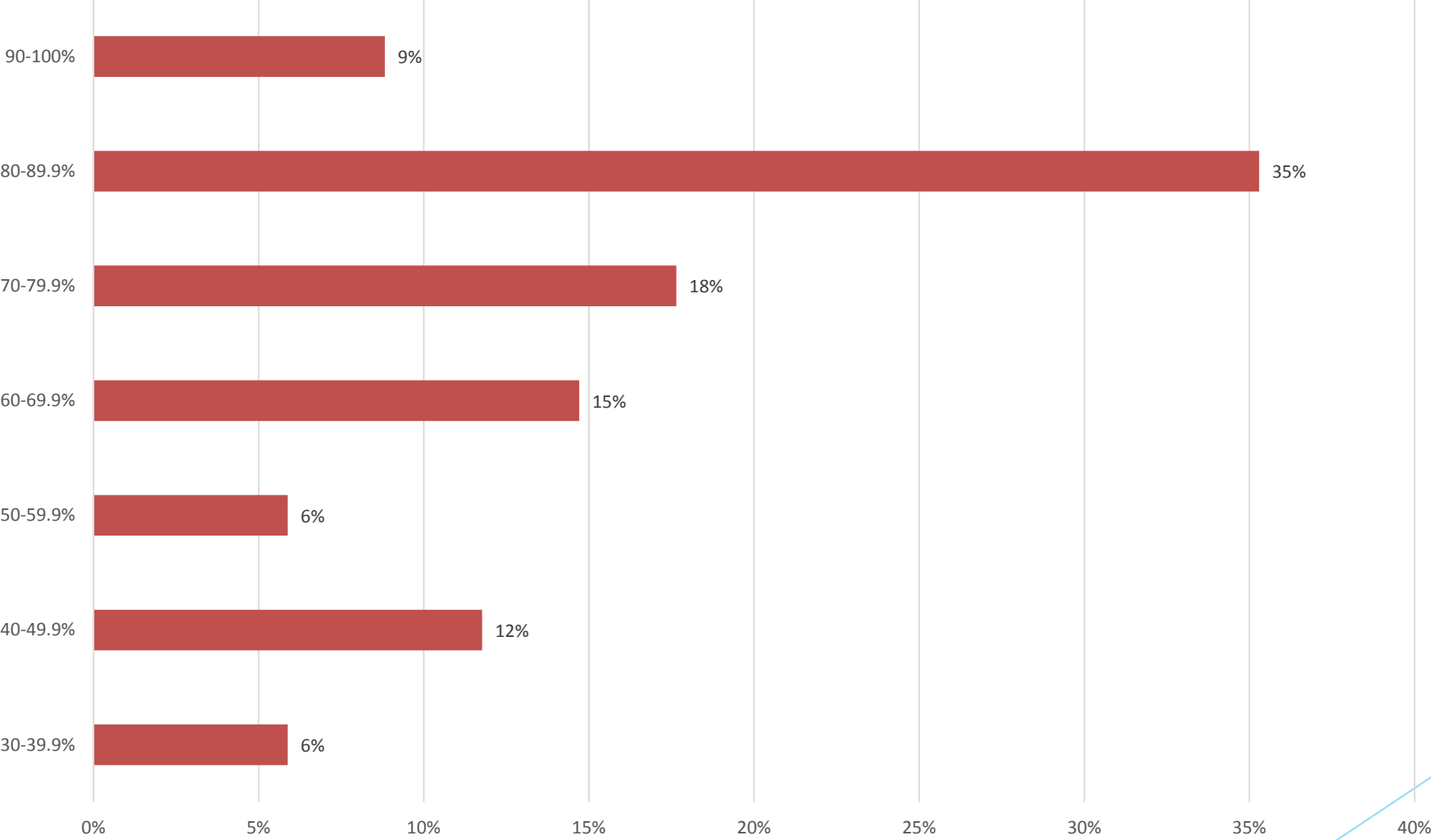


■ Yes ■ No

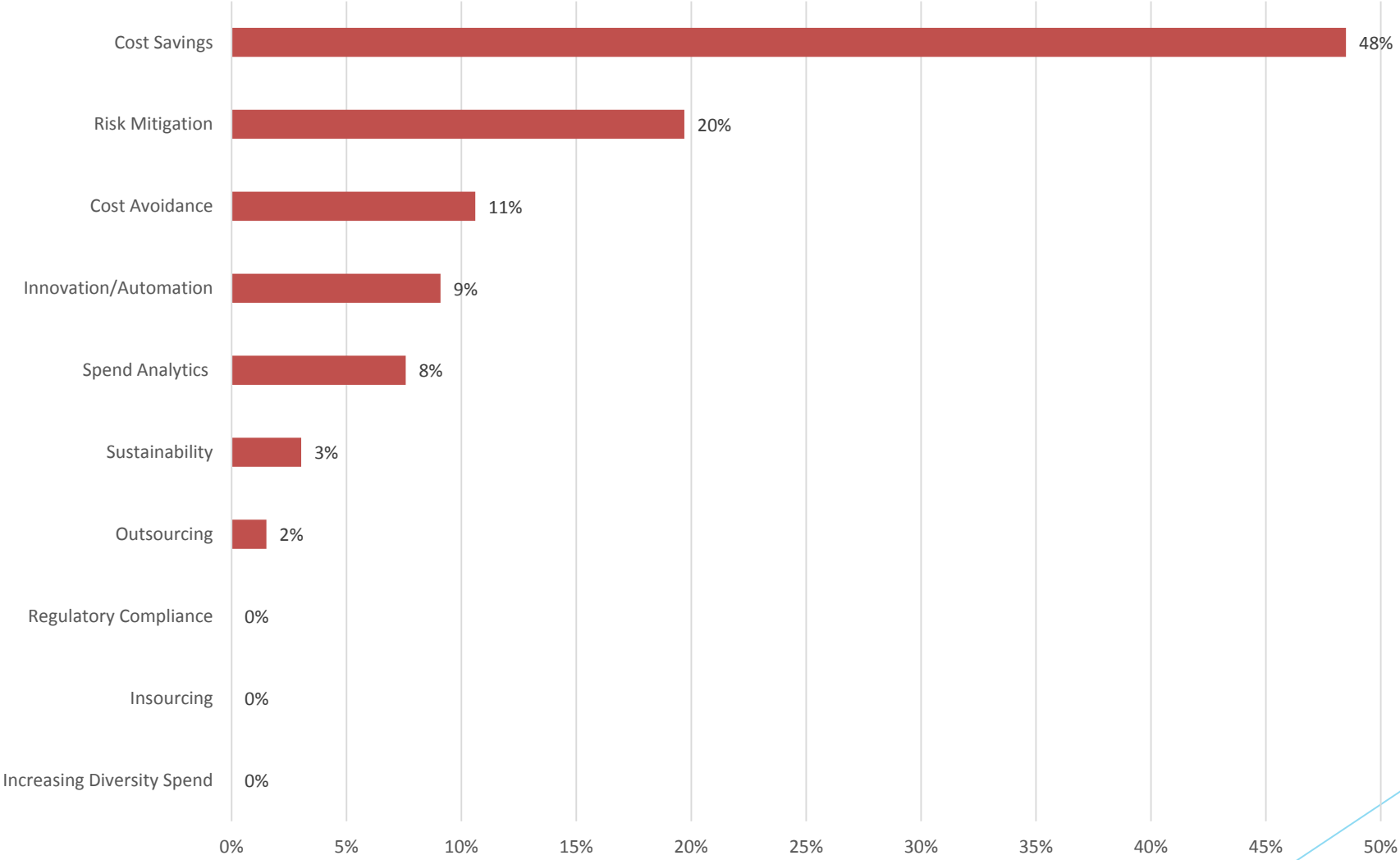
When you implemented your spend analytics tool, what savings did you achieve in the first 24 months?



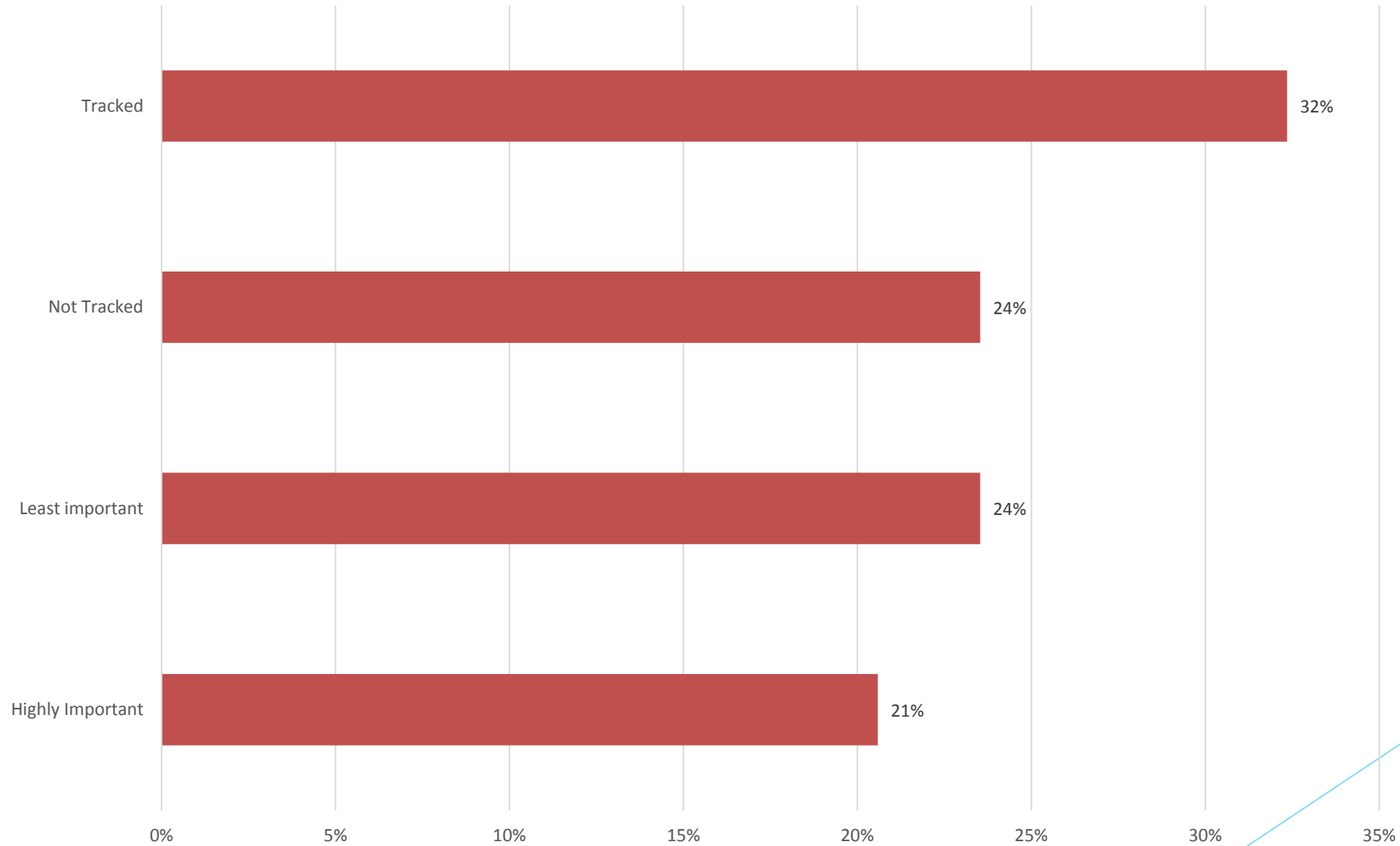
What percentage of your spend is actively managed by your sourcing organization?



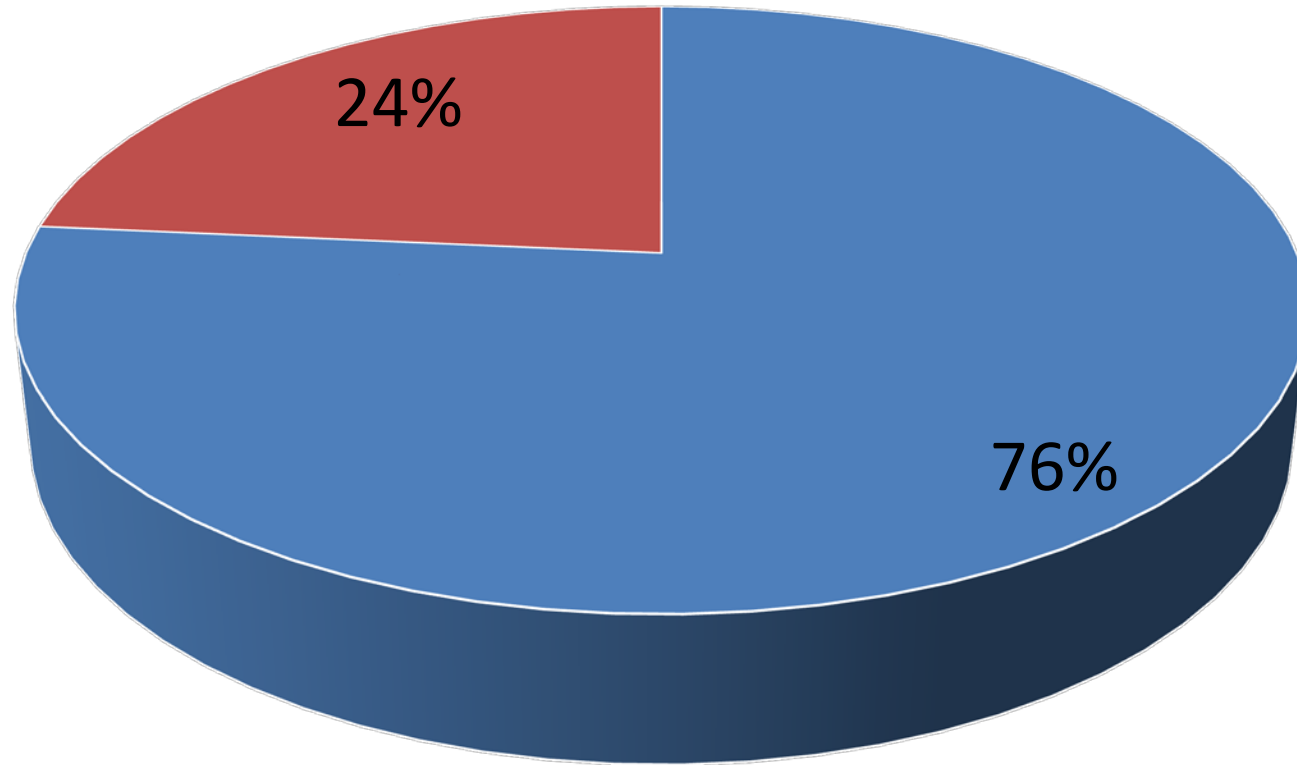
List your top 2 Sourcing/Procurement teams' priorities in 2017



How would you list the importance of cost avoidance at your company?

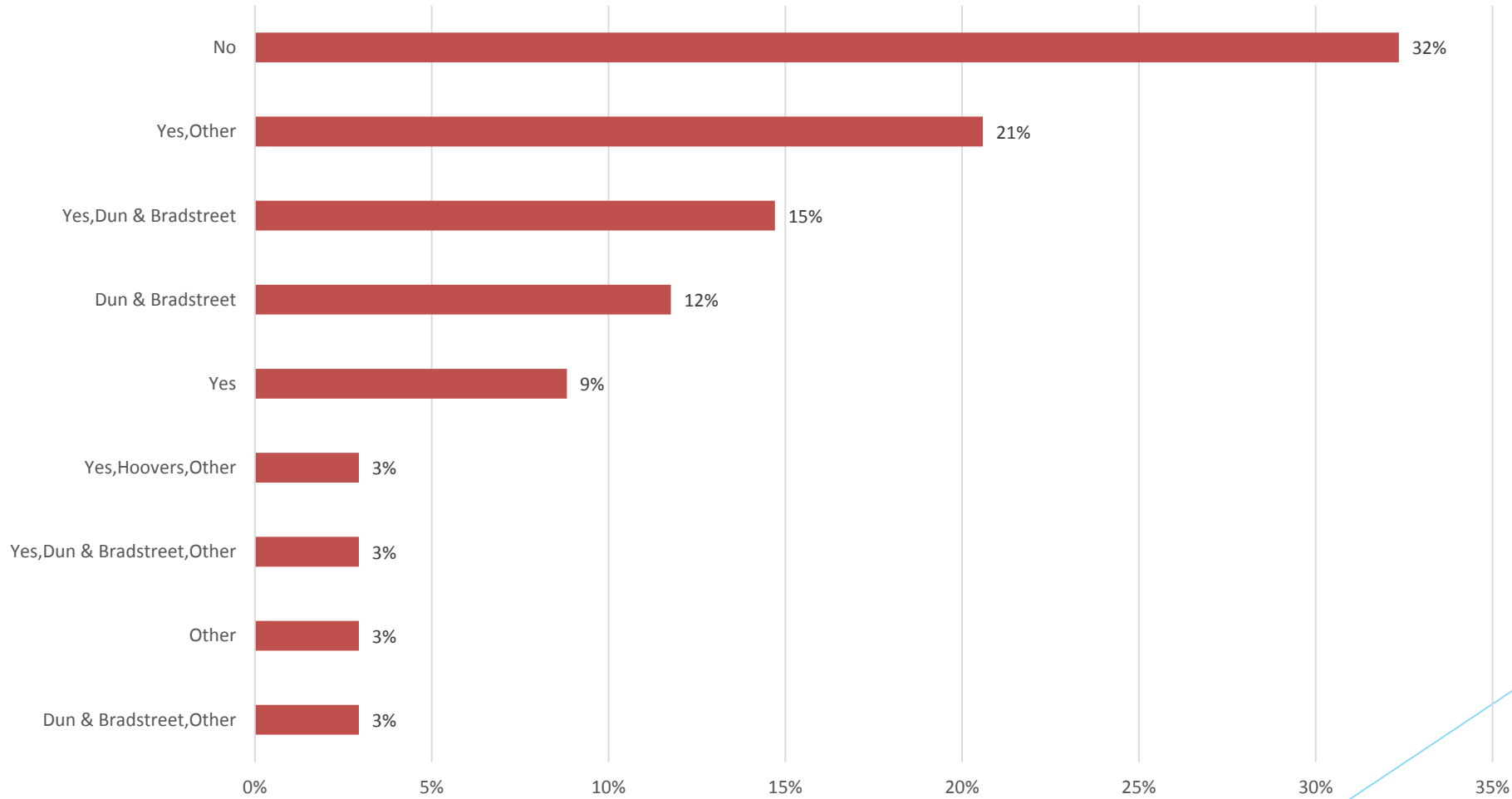


Do you have a Sourcing Center of Excellence?



■ No ■ Yes

Do you have a structured process for assessing supplier risk? If yes what tool do you use to assess?



- ▶ If you would like a copy of the survey responses, please request a copy of the excel spreadsheet from the ISM-Twin Cities Business Manager @ info@ism-twincities.org.
 - ▶ Respondents' company names are kept confidential.
- ▶ Thank you for your participation and we look forward to releasing other surveys in the future. Your suggestions for future survey topical areas and questions are welcome and you can submit them to our Business Manager, Executive Director, or any Board member.