

ISM Benchmarking Survey - July 2016

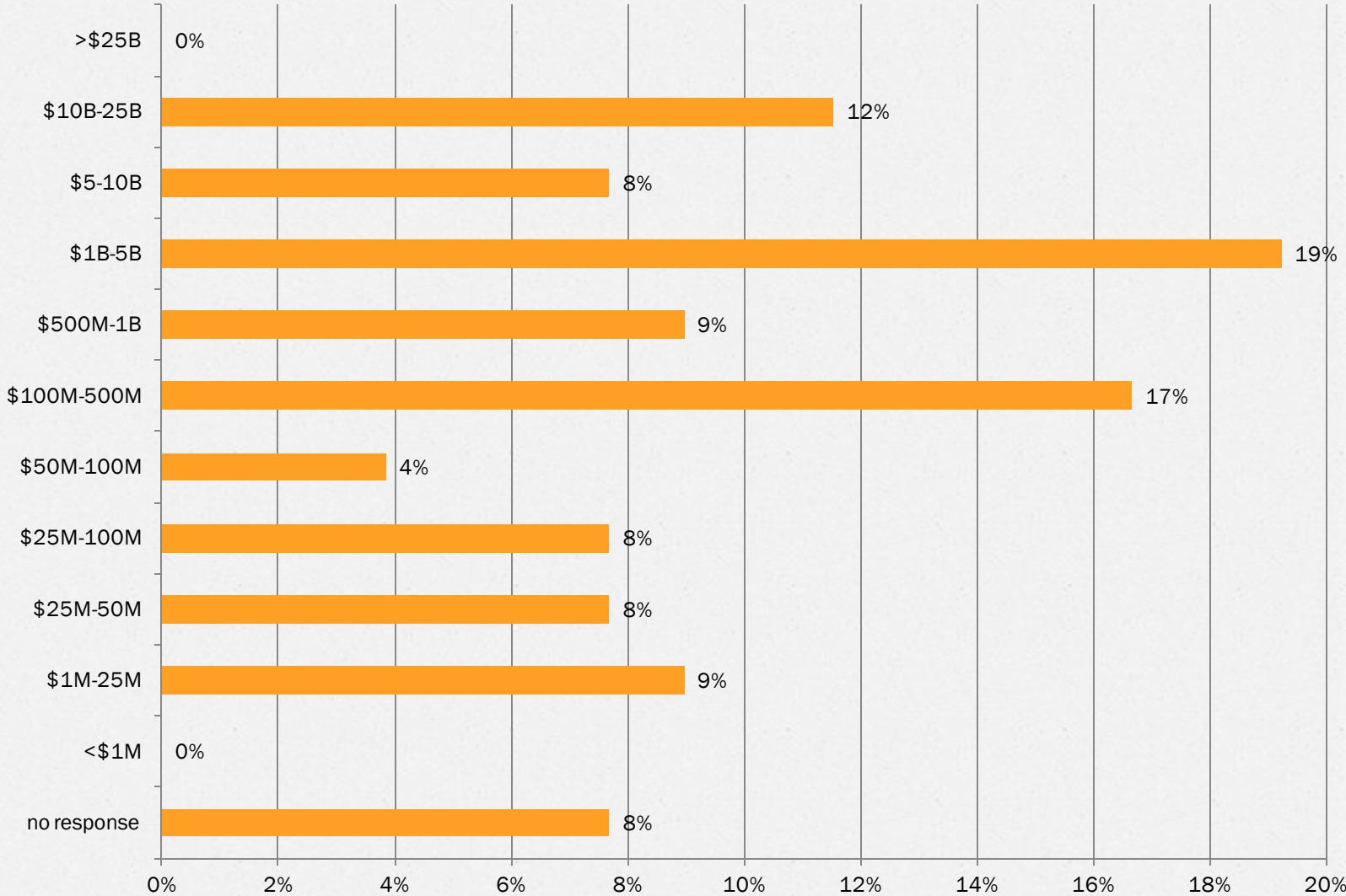


ISM—Twin Cities, Inc.

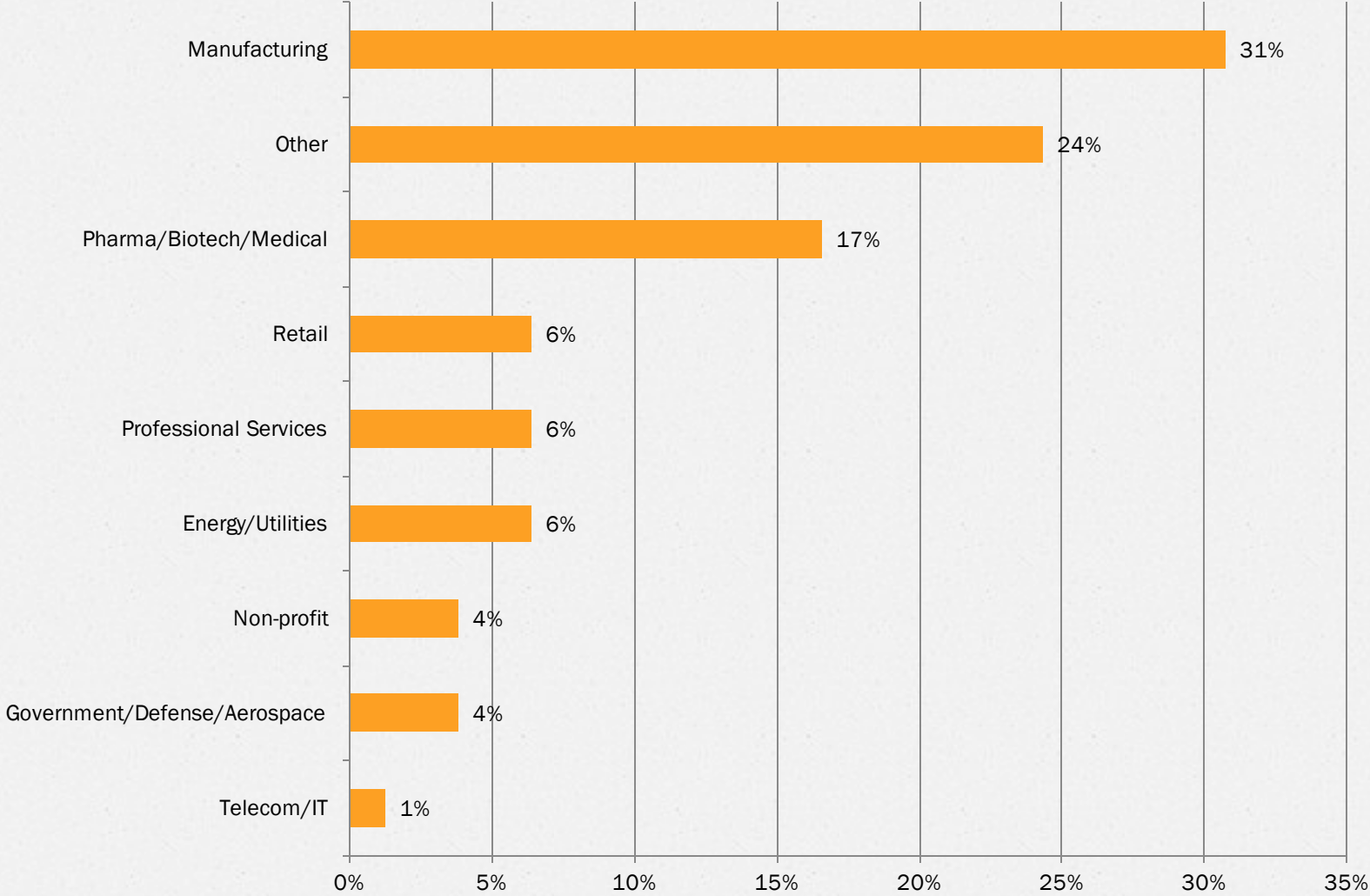
Survey Summary

- o Objective: Examine best practices throughout Supply Management across two ISM affiliates.
- o ISM-Twin Cities worked in conjunction with ISM-Greater Boston on developing this benchmarking survey.
- o ISM-Twin Cities:
 - o 106 member companies
 - o 39 responses – 37% response rate
- o ISM-Greater Boston:
 - o 275 member companies
 - o 39 responses – 14% response rate
- o **Overall Response Rate = 20%**

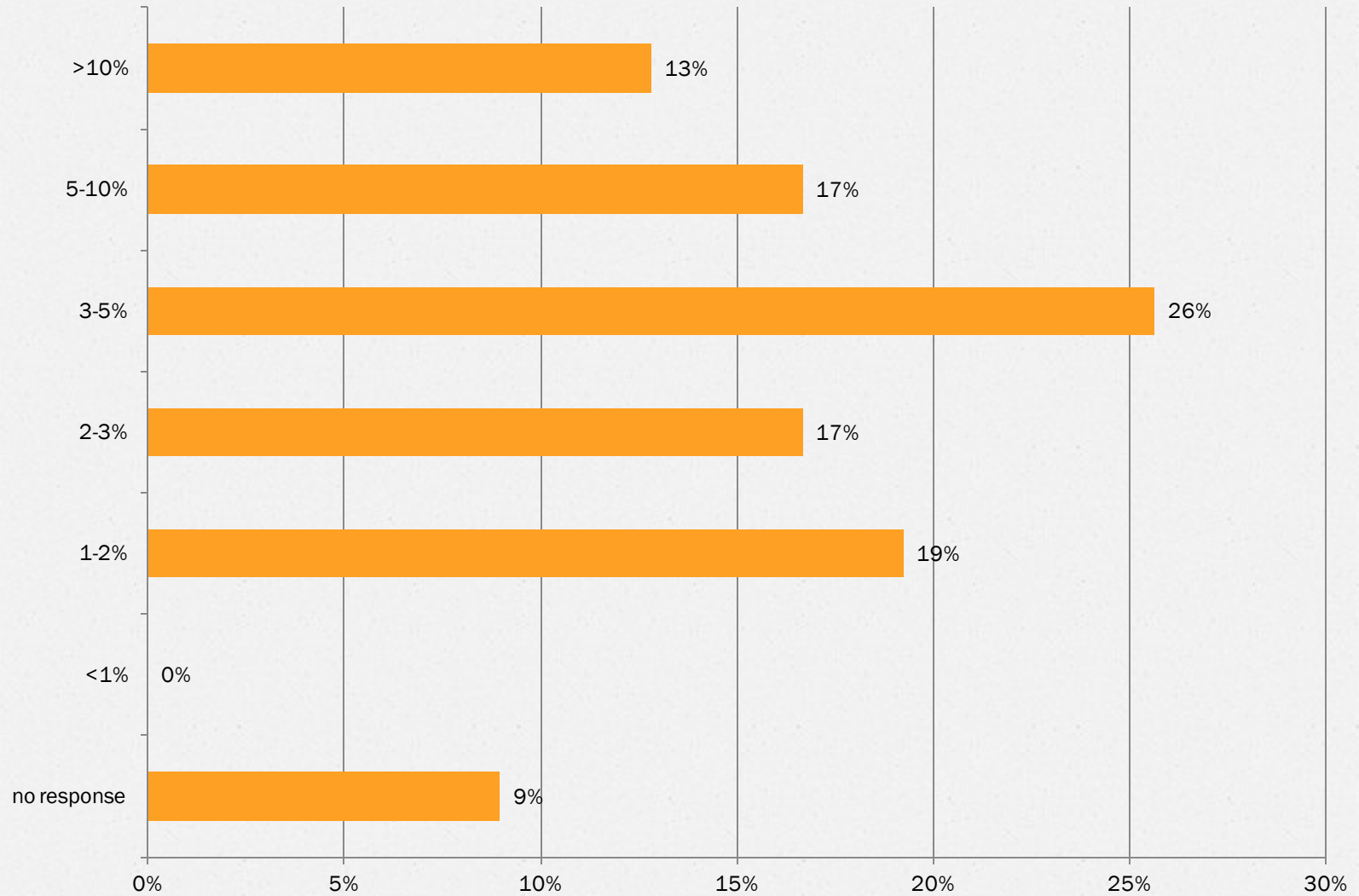
Respondents by Annual Revenue



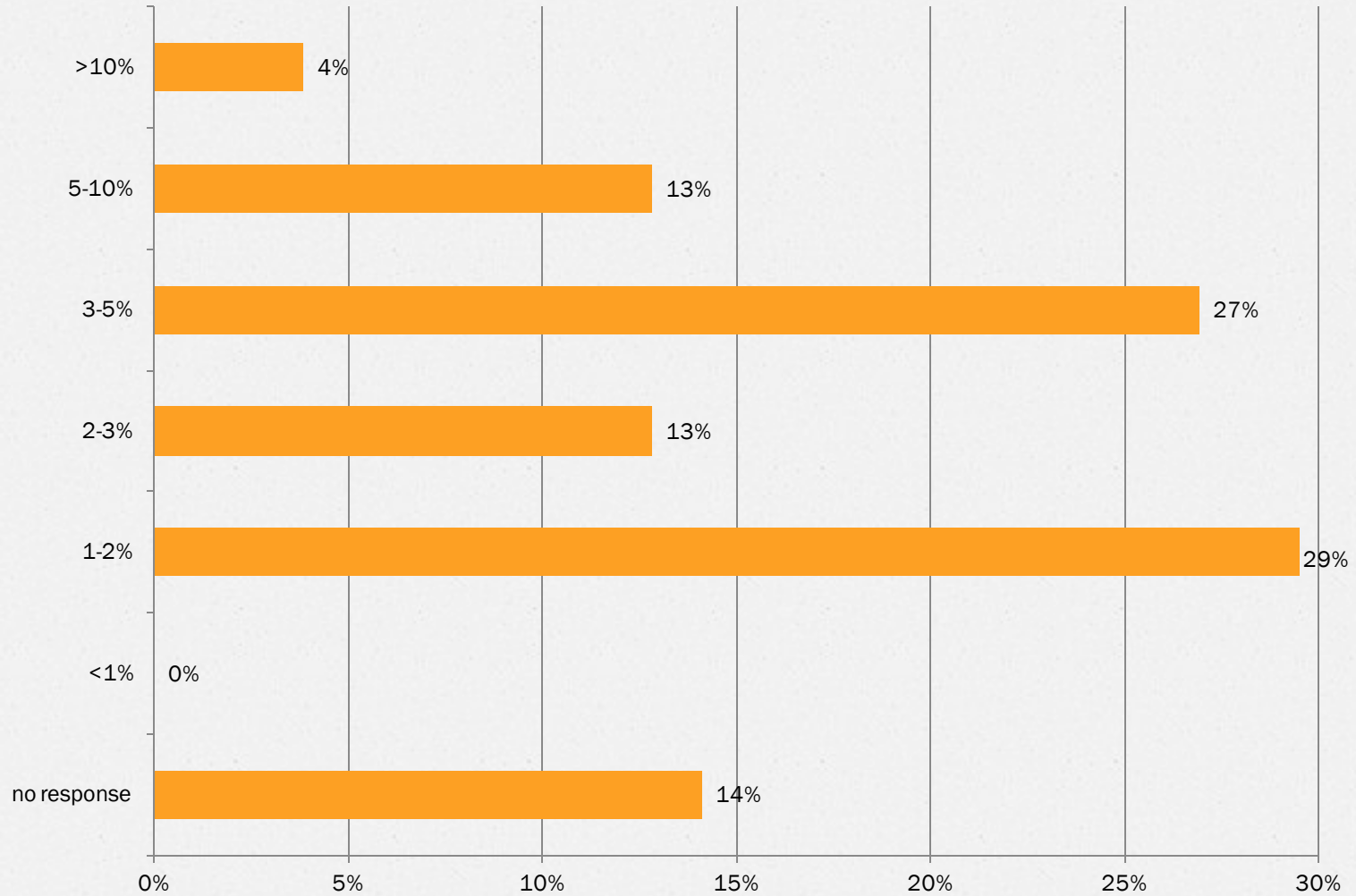
Respondents by Industry Sector



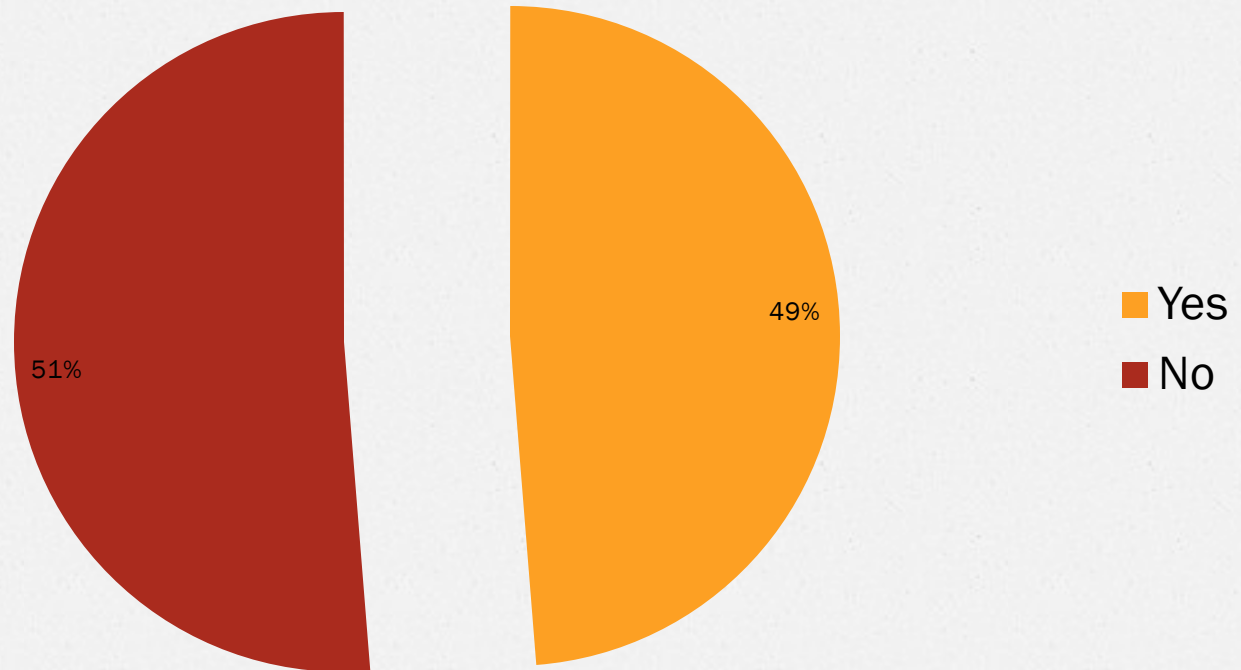
Cost Savings as a % of Spend



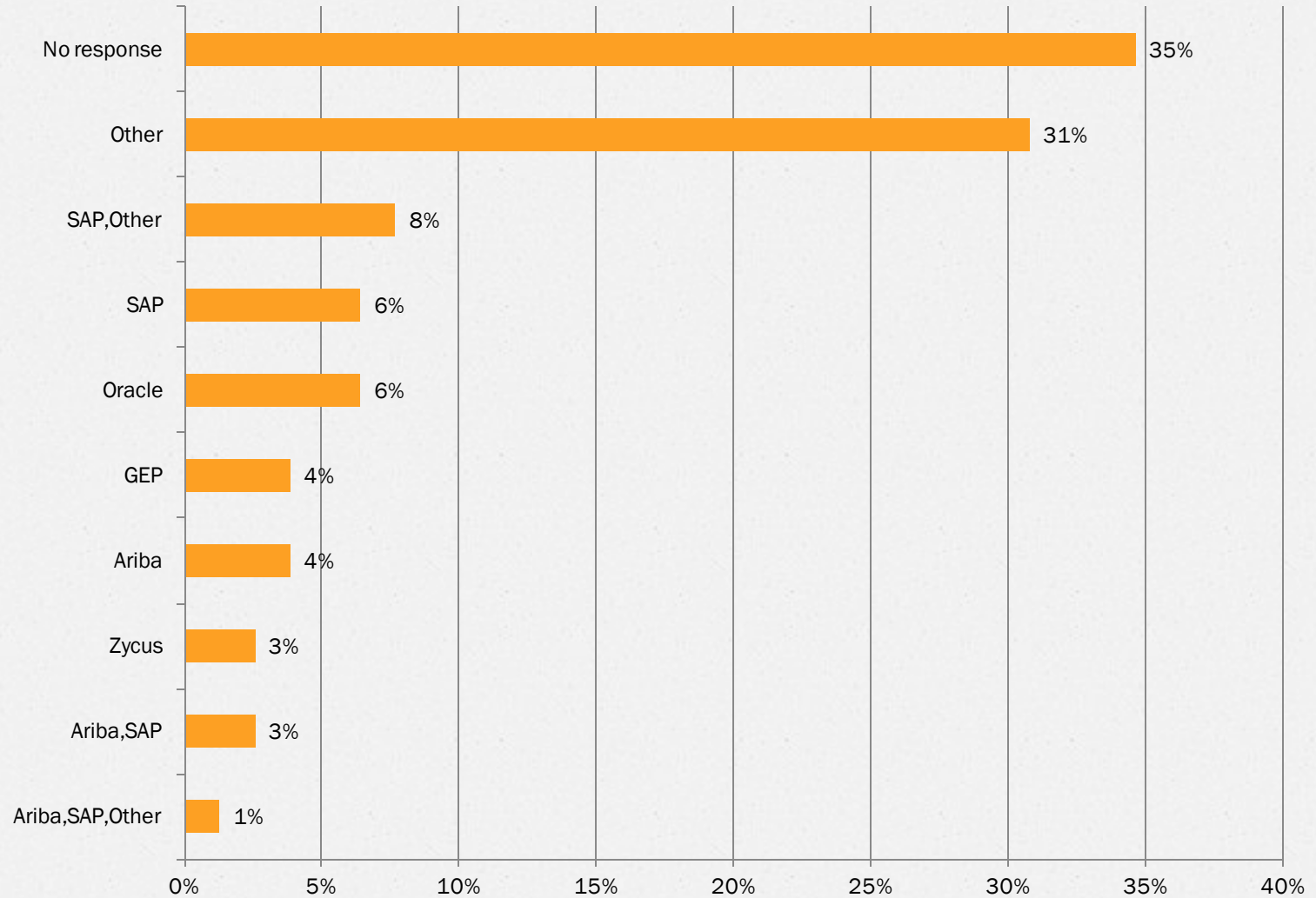
Cost Avoidance as a % of Spend



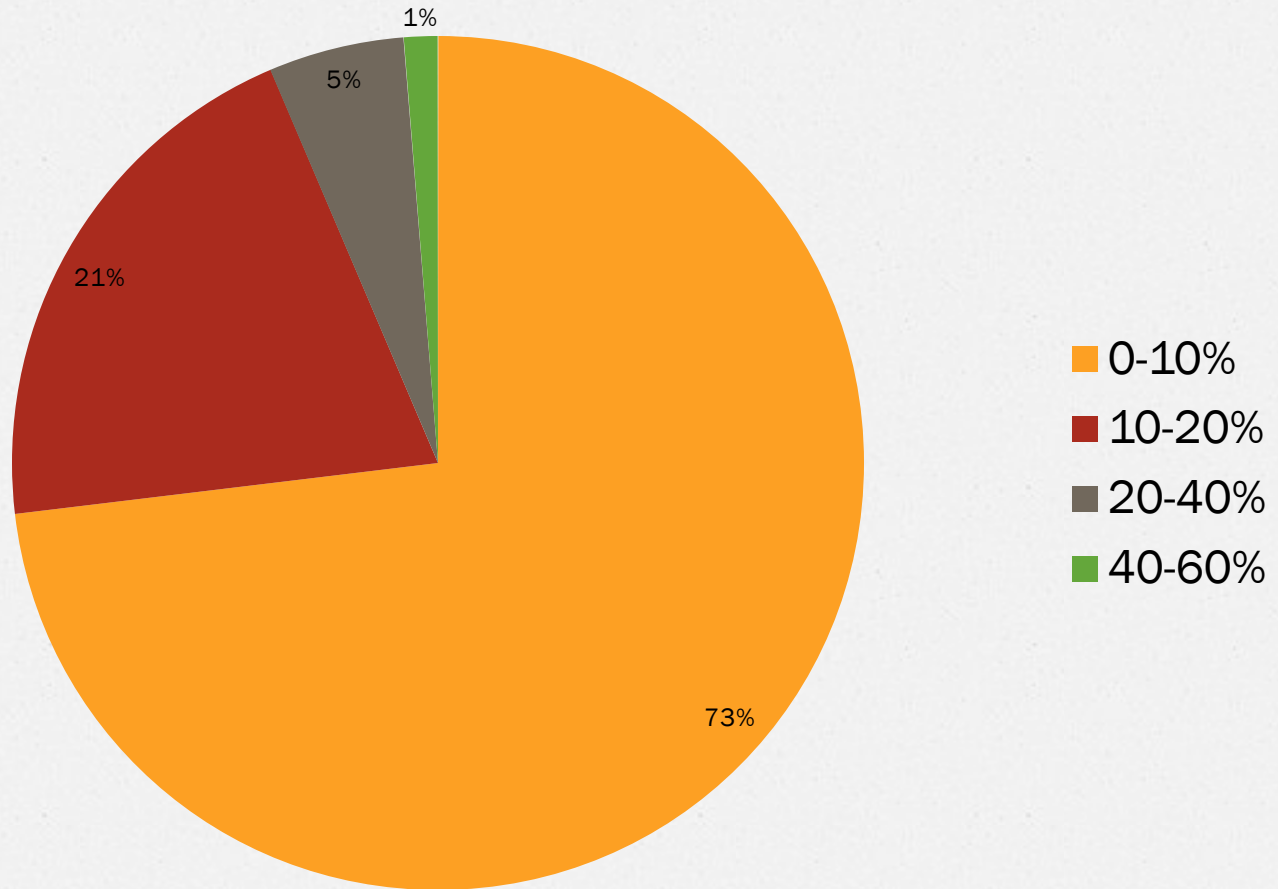
Respondents with Spend Analytics Tool



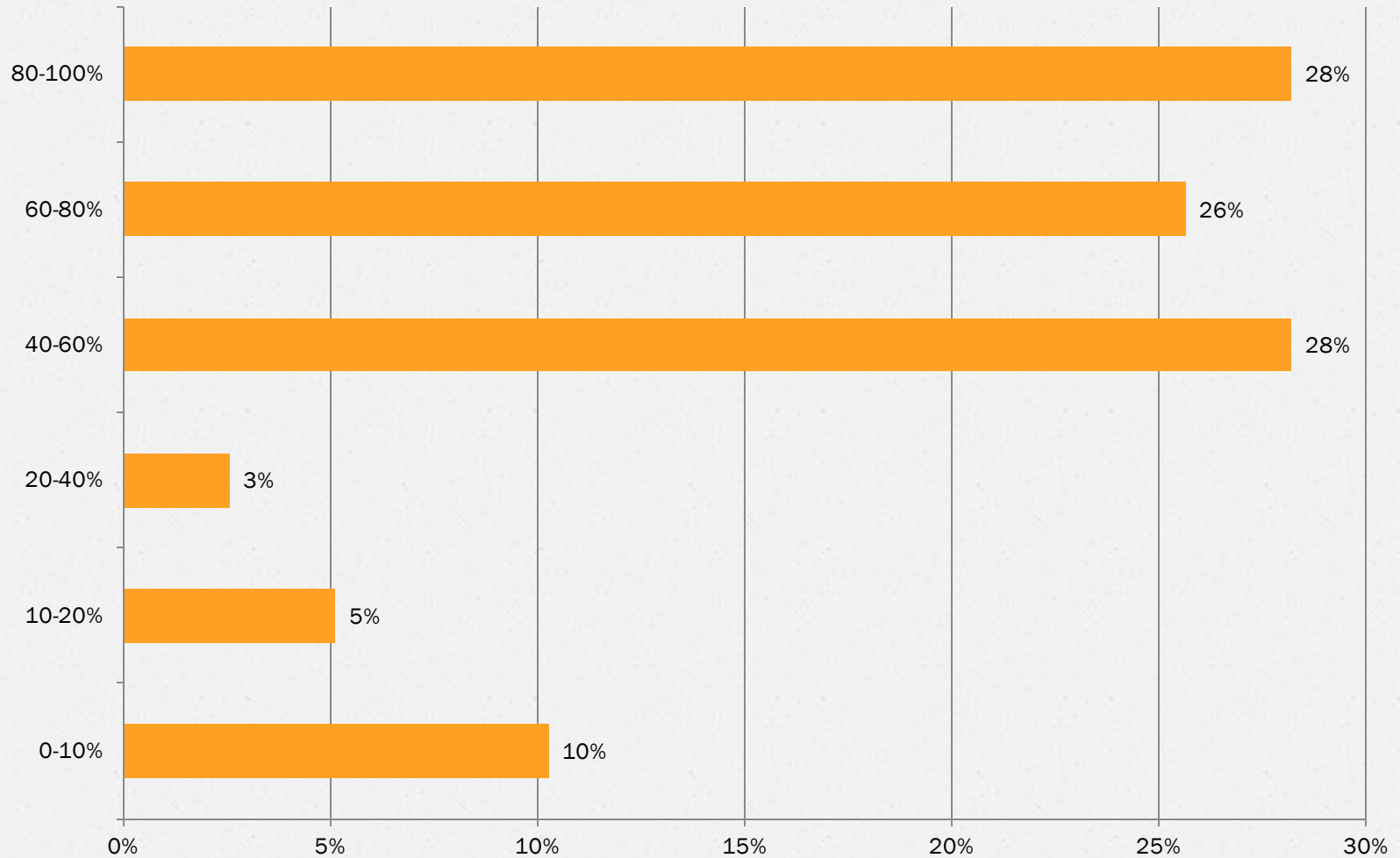
What Spend Analytics Tool Do You Use?



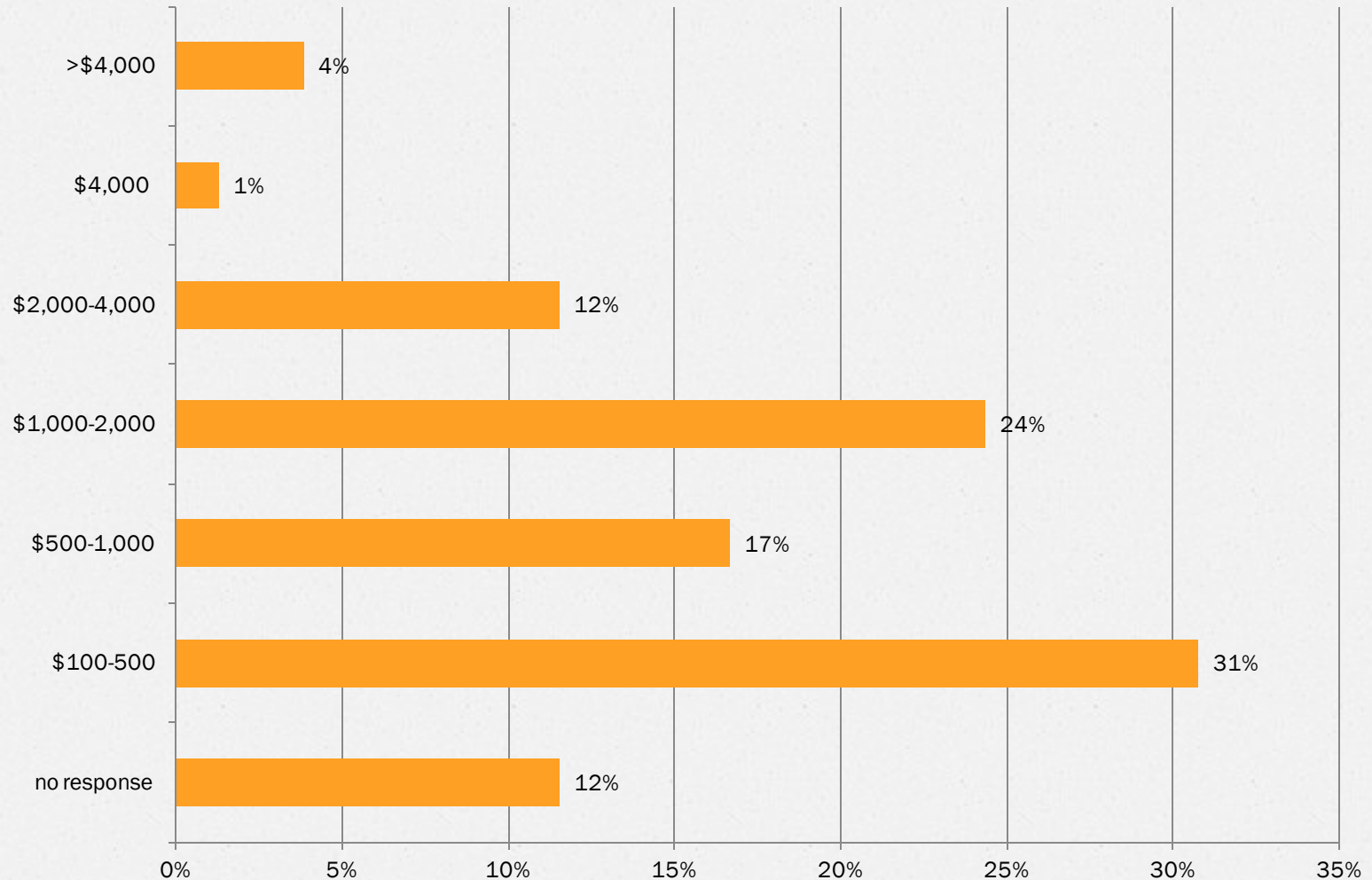
% of Spend Managed via a P-Card



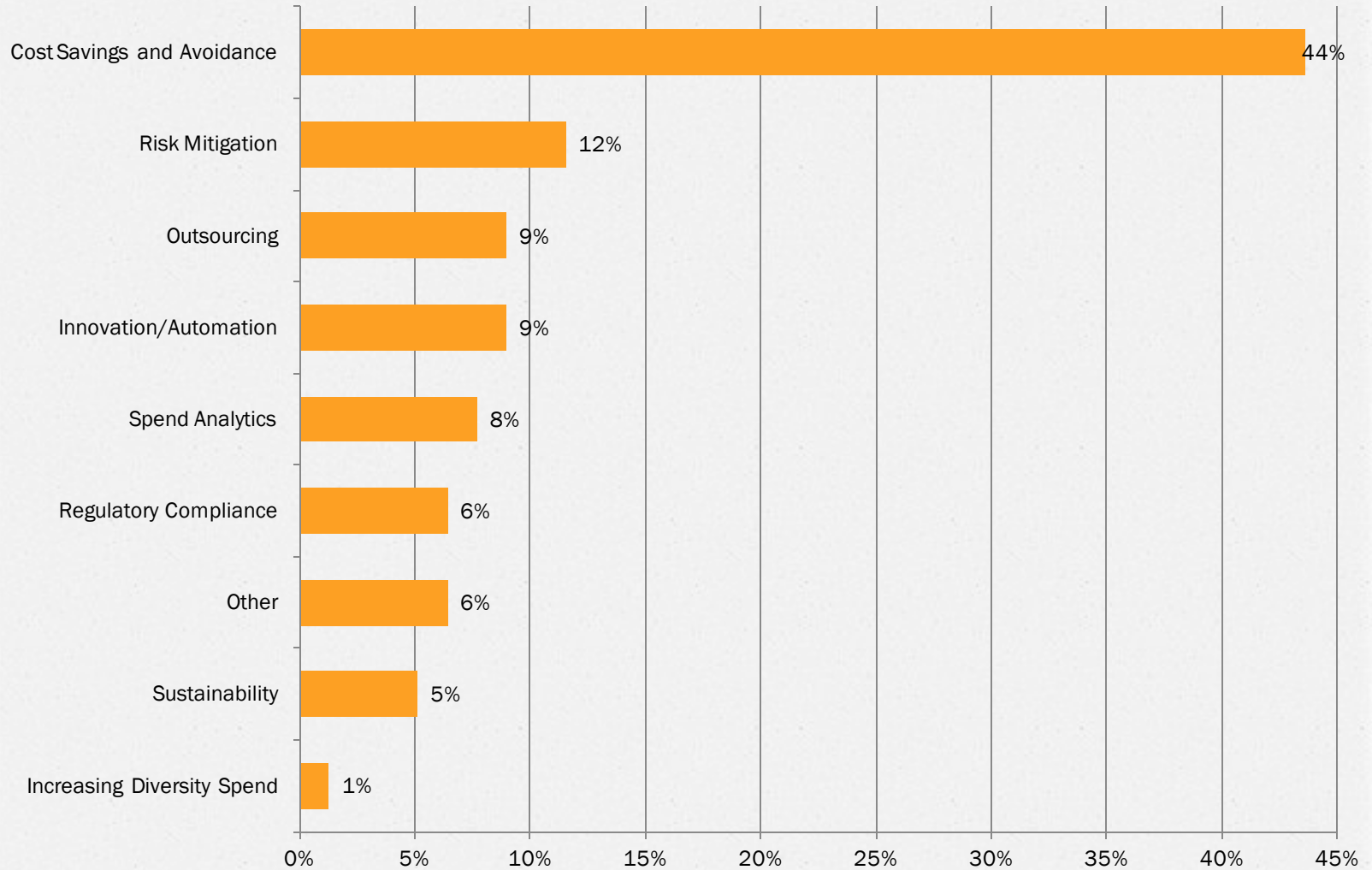
What % of your spend is actively managed by your Procurement organization?



How Much is Spent per Sourcing Employee per year for Training & Education?



Top Sourcing/Procurement Priorities in 2016



- o 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.
- o Respondents' company names are kept confidential.
- o 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.