

ISM Benchmarking Survey - June 2018

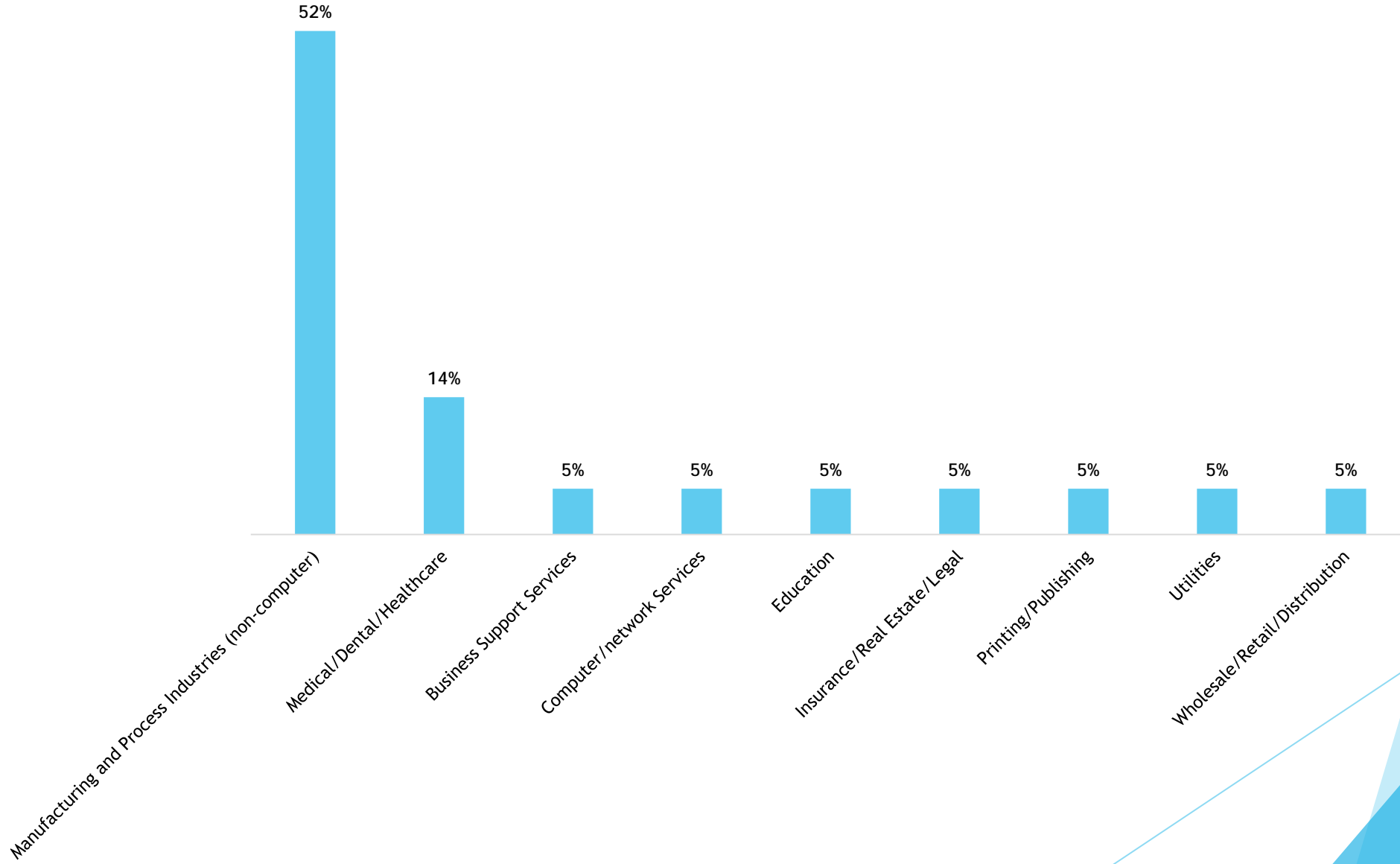


ISM—Twin Cities, Inc.

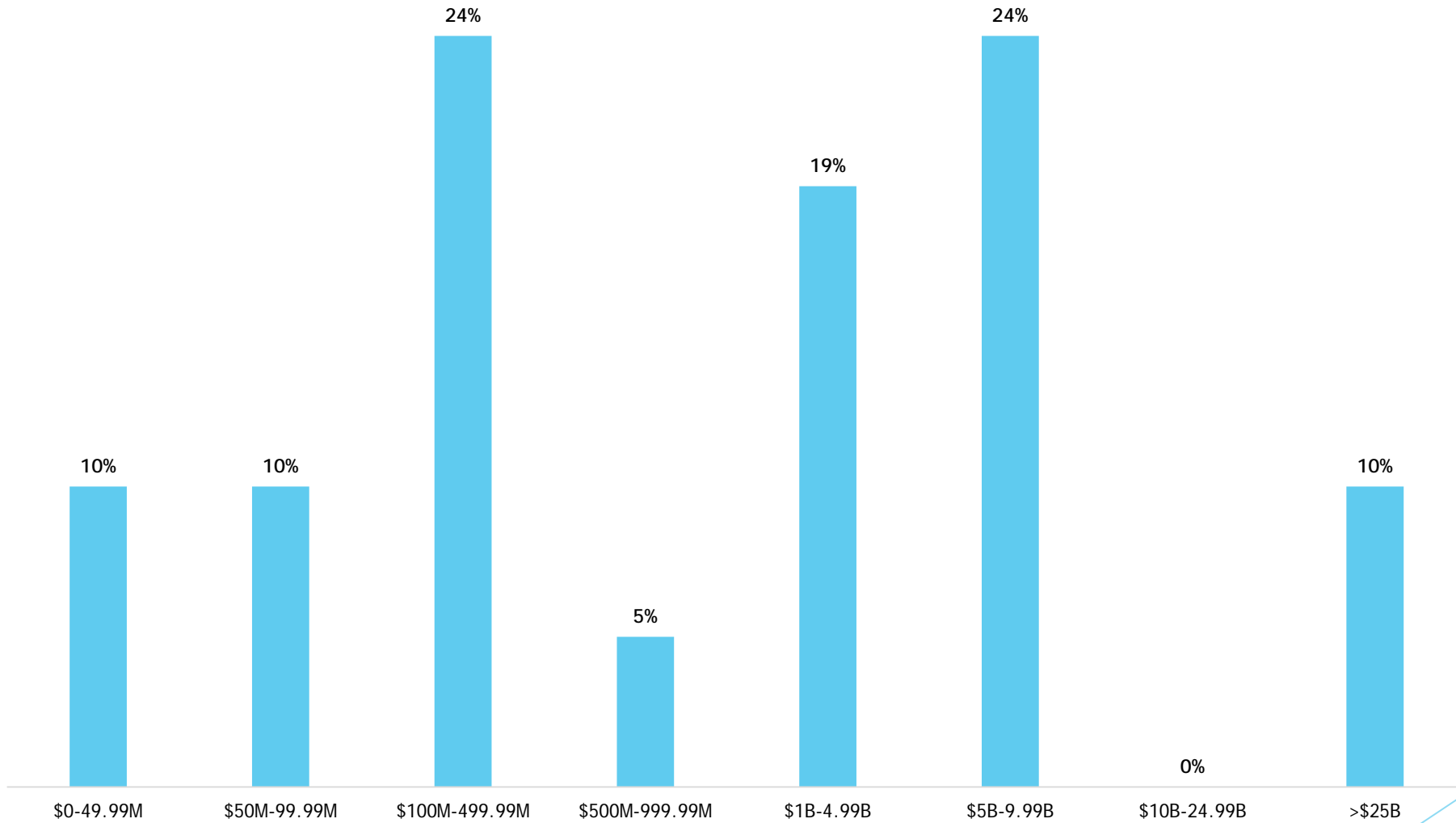
Survey Summary

- ▶ Objective: Examine best practices throughout Supply Management
- ▶ Benchmarking survey was sent to 100 ISM-Twin Cities member companies
- ▶ 21 responses - 21% response rate

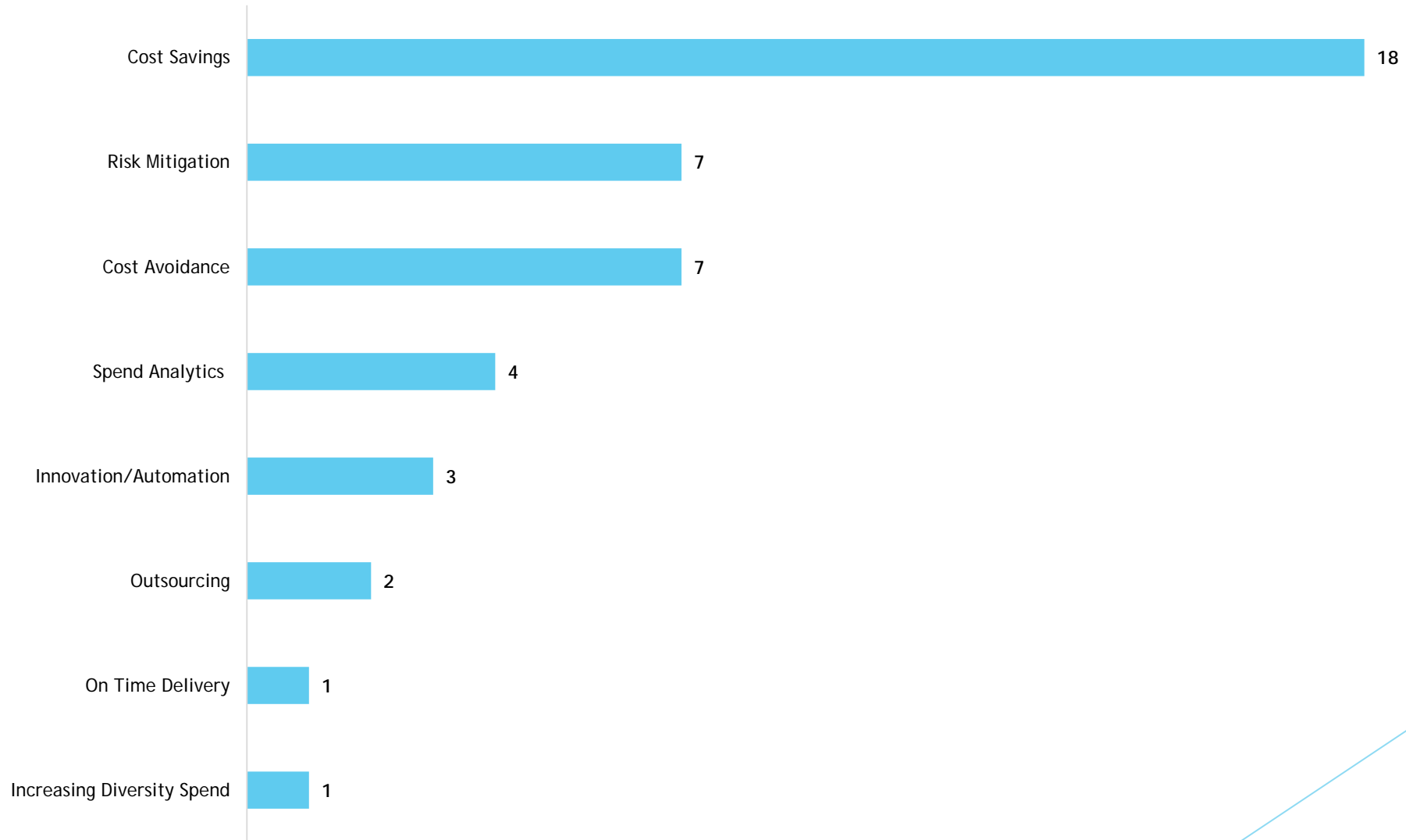
What is your primary industry?



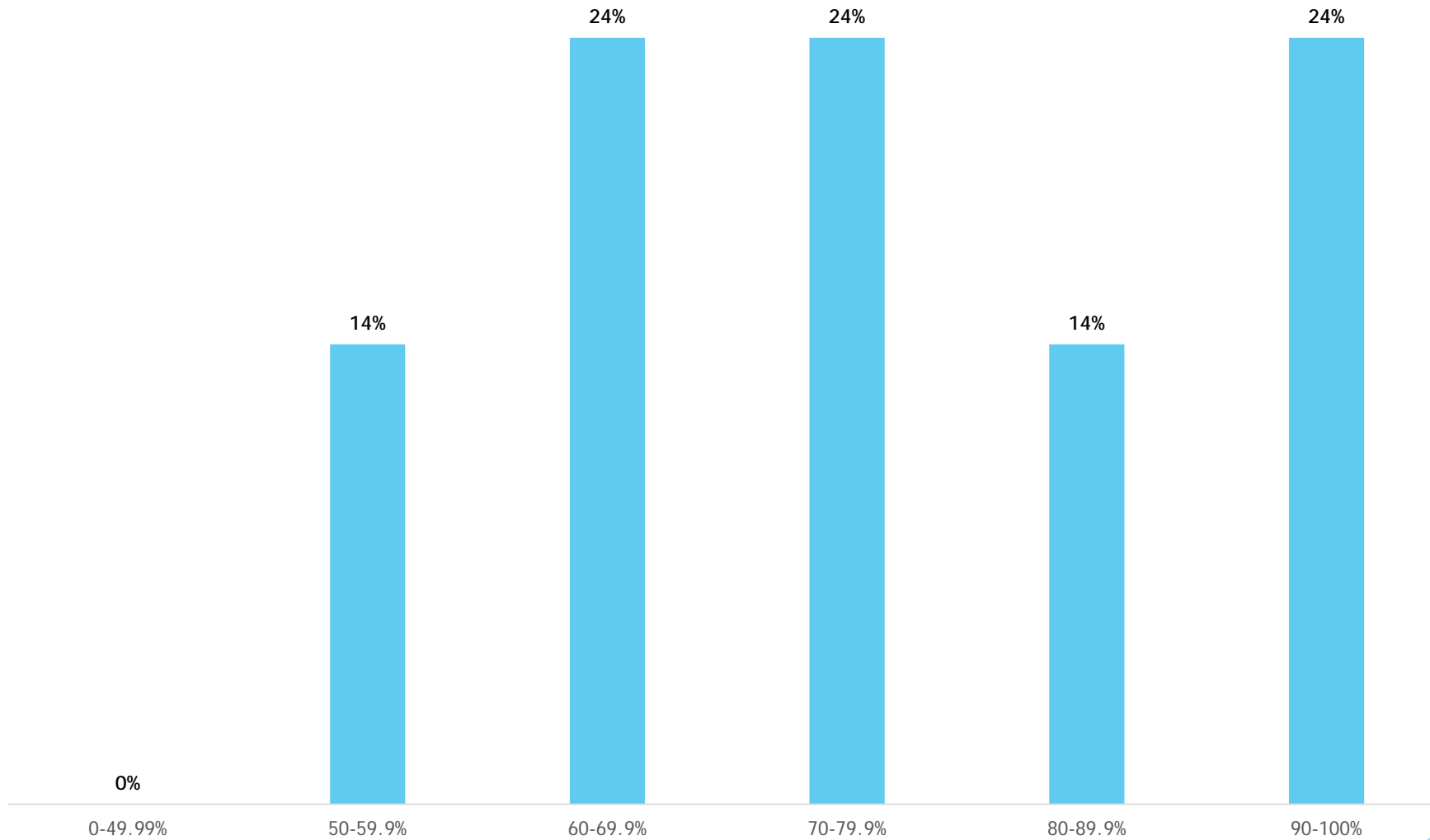
What is your company's approximate total annual revenue?



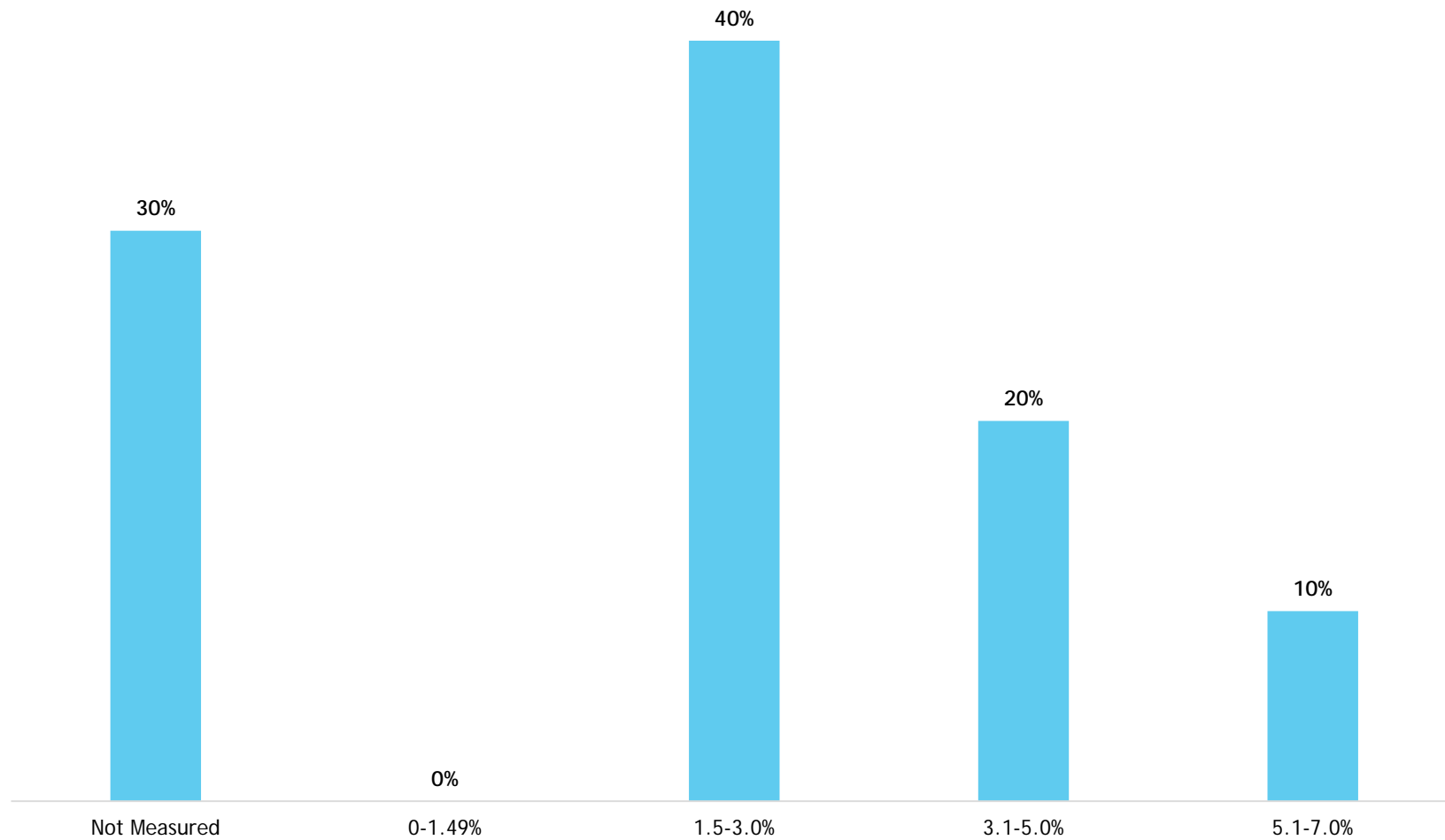
List your top 2 sourcing/procurement teams' priorities in 2018



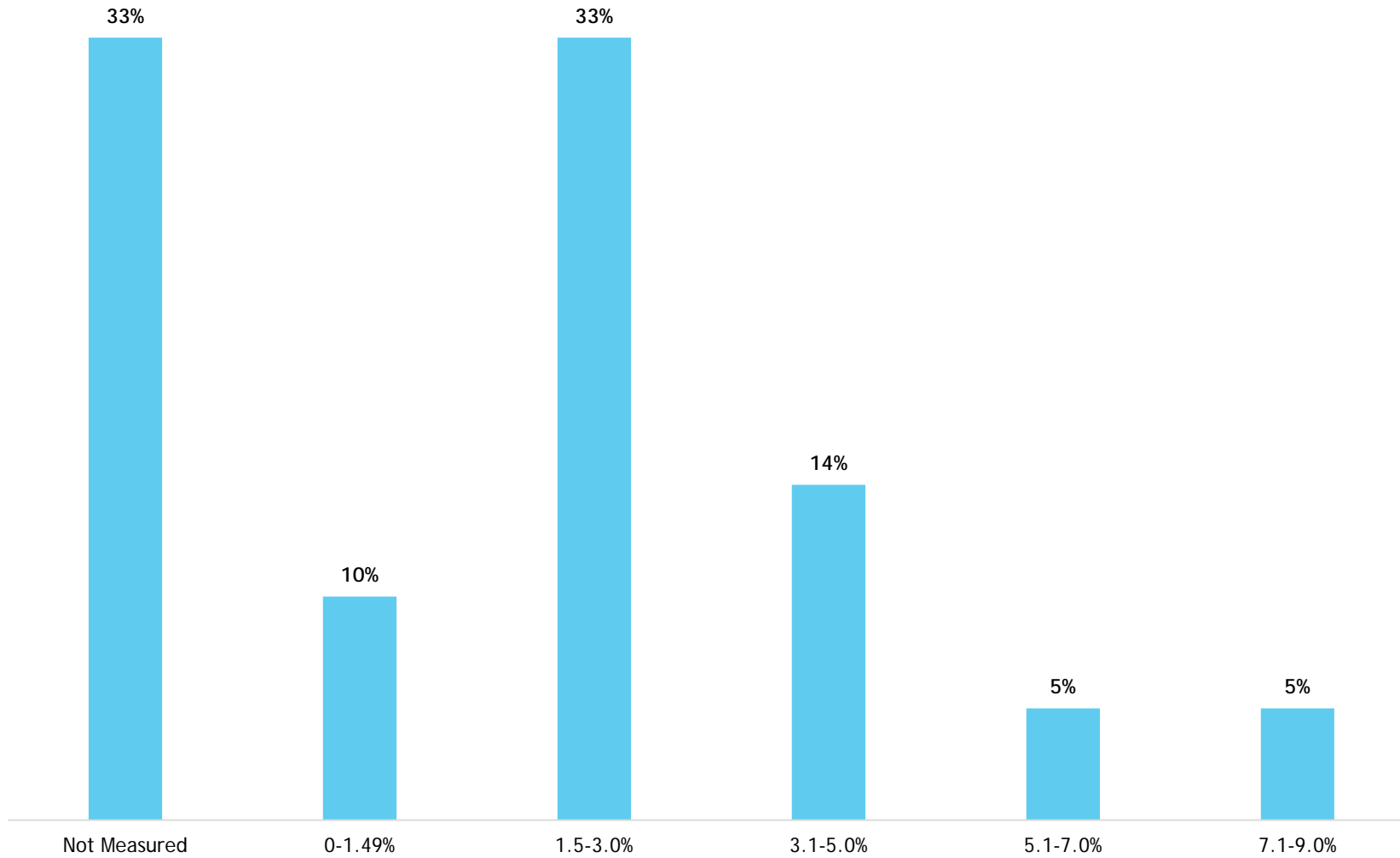
What percentage of your direct/indirect spend is actively managed by your sourcing organization?



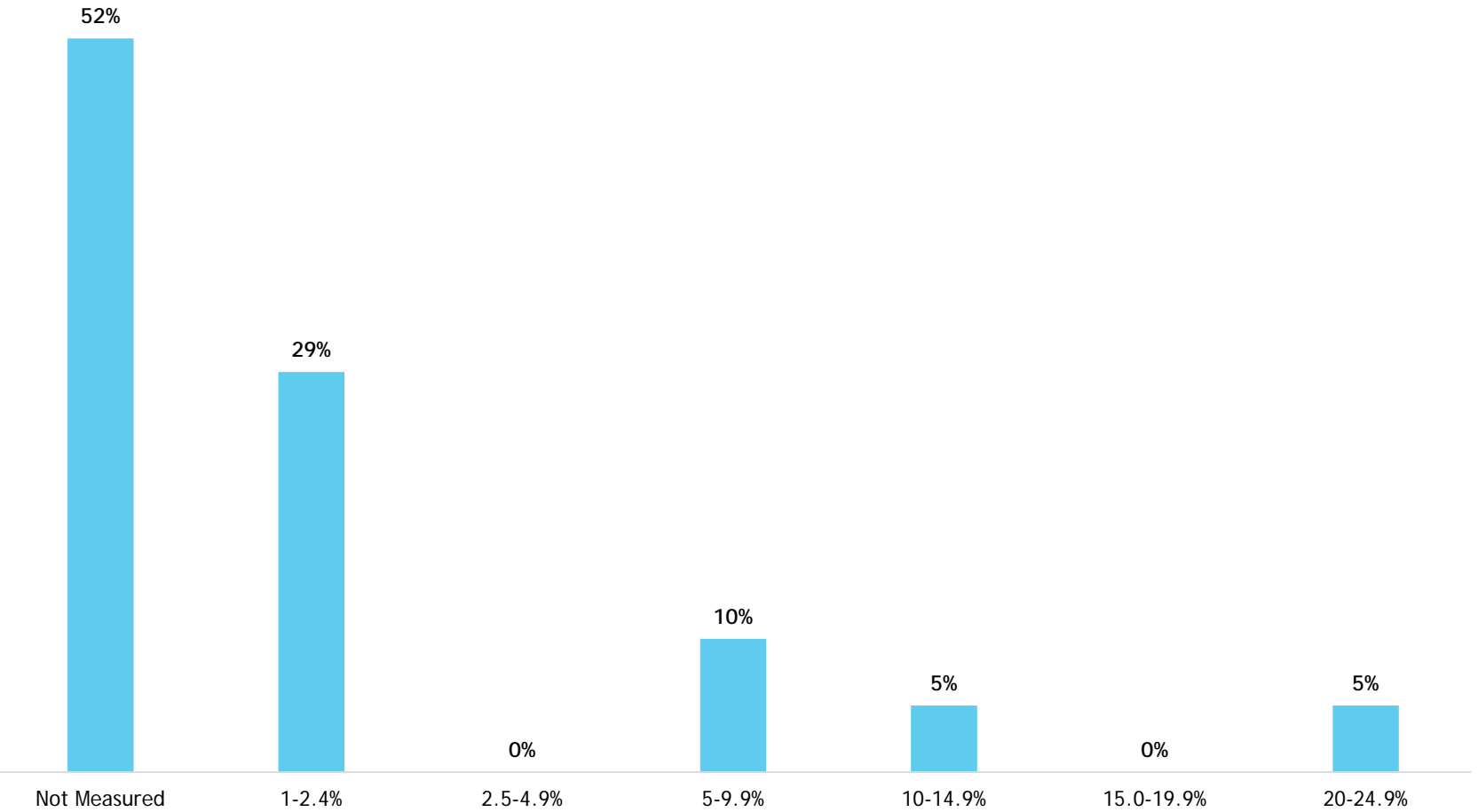
What is your annual cost savings as a percent of spend for the direct category?



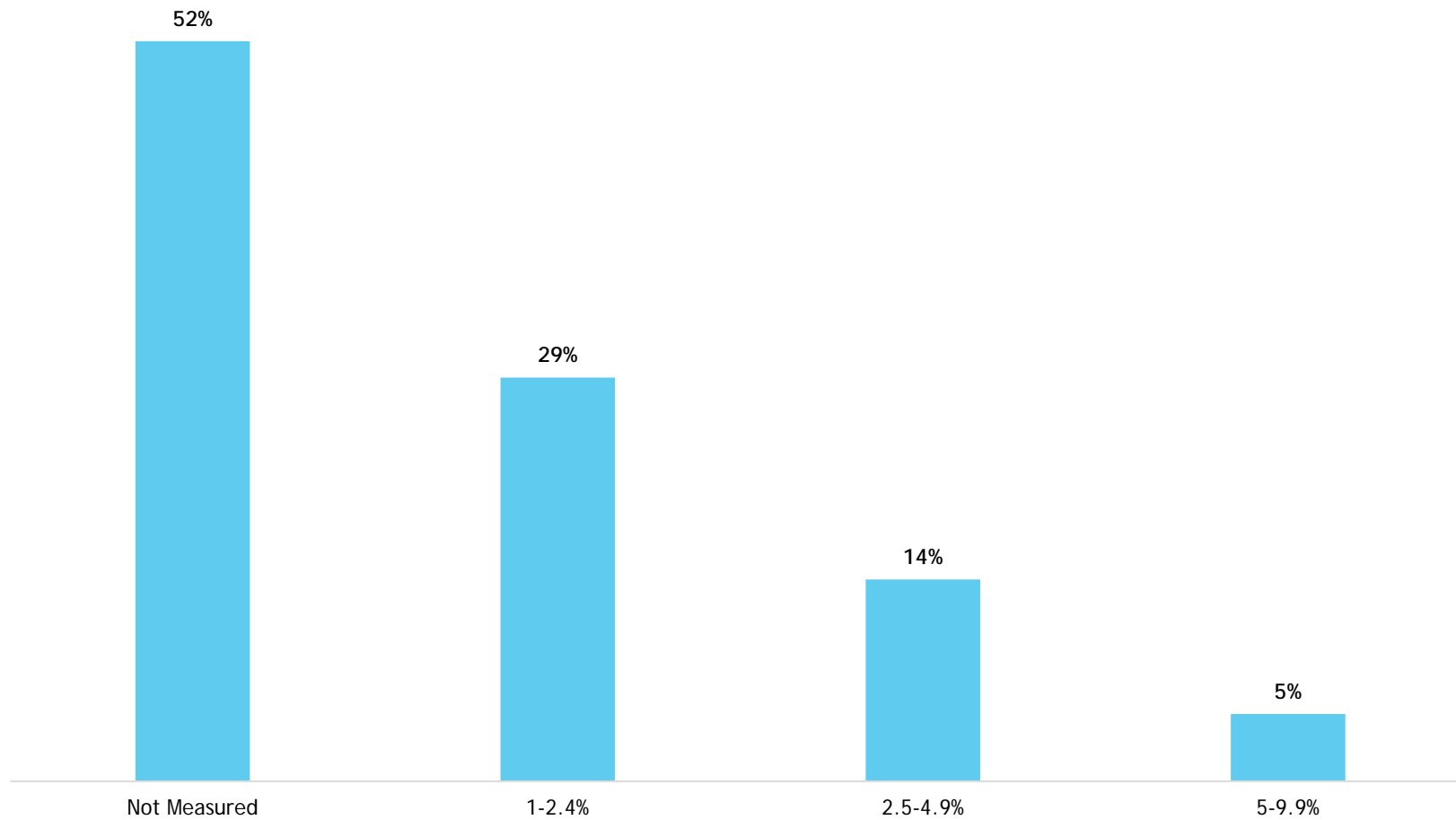
What is your annual cost savings as a percent of spend for the indirect category?



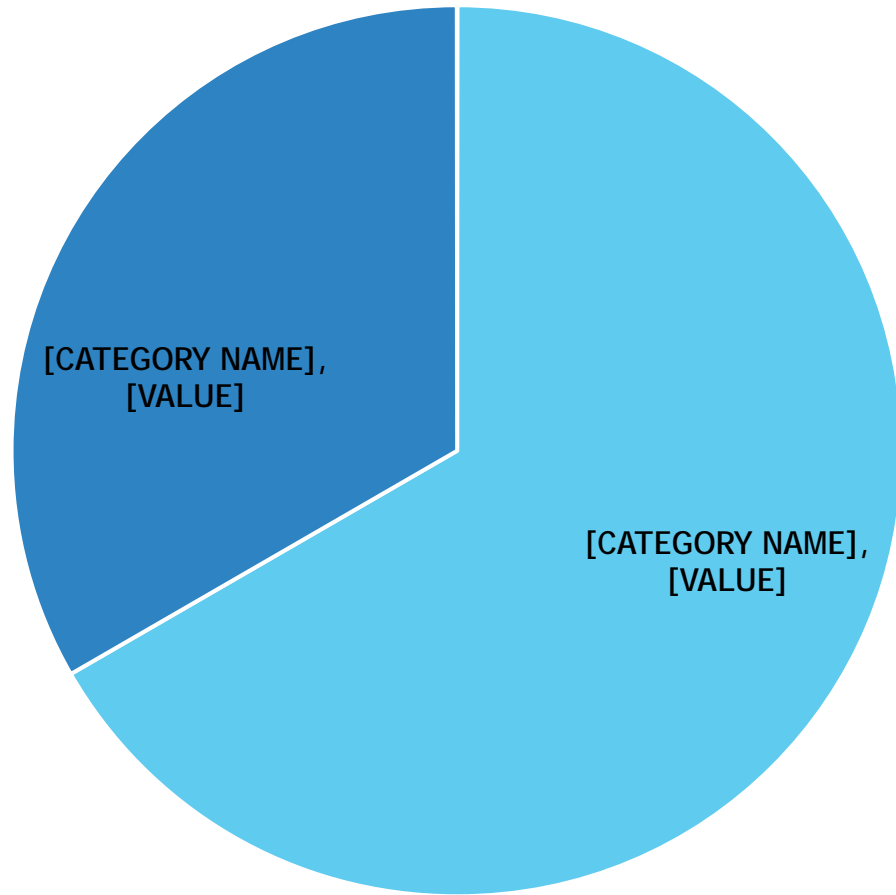
What are your annual cost avoidances as a percent of spend for the direct category?



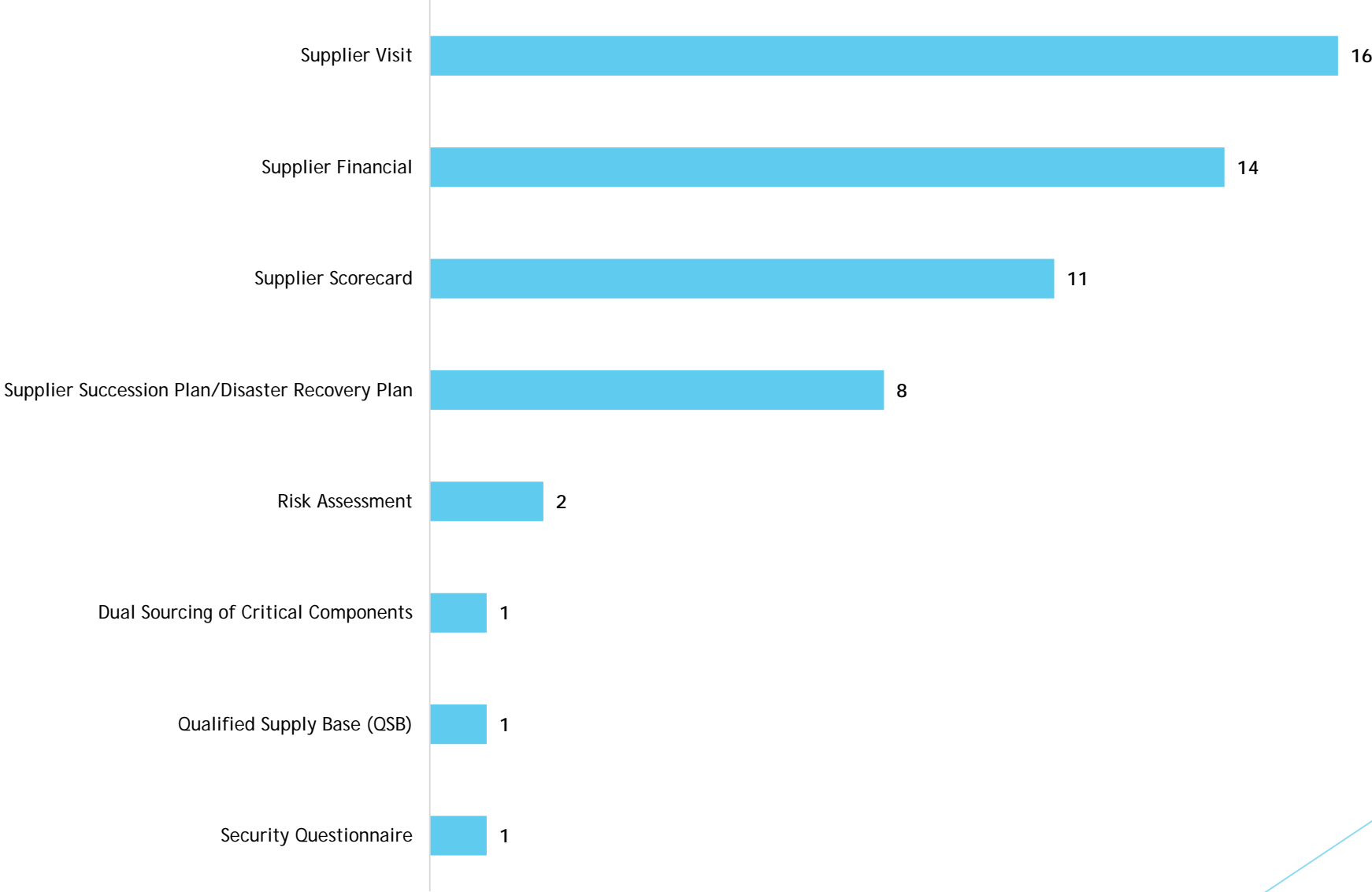
What are your annual cost avoidances as a percent of spend for the indirect category



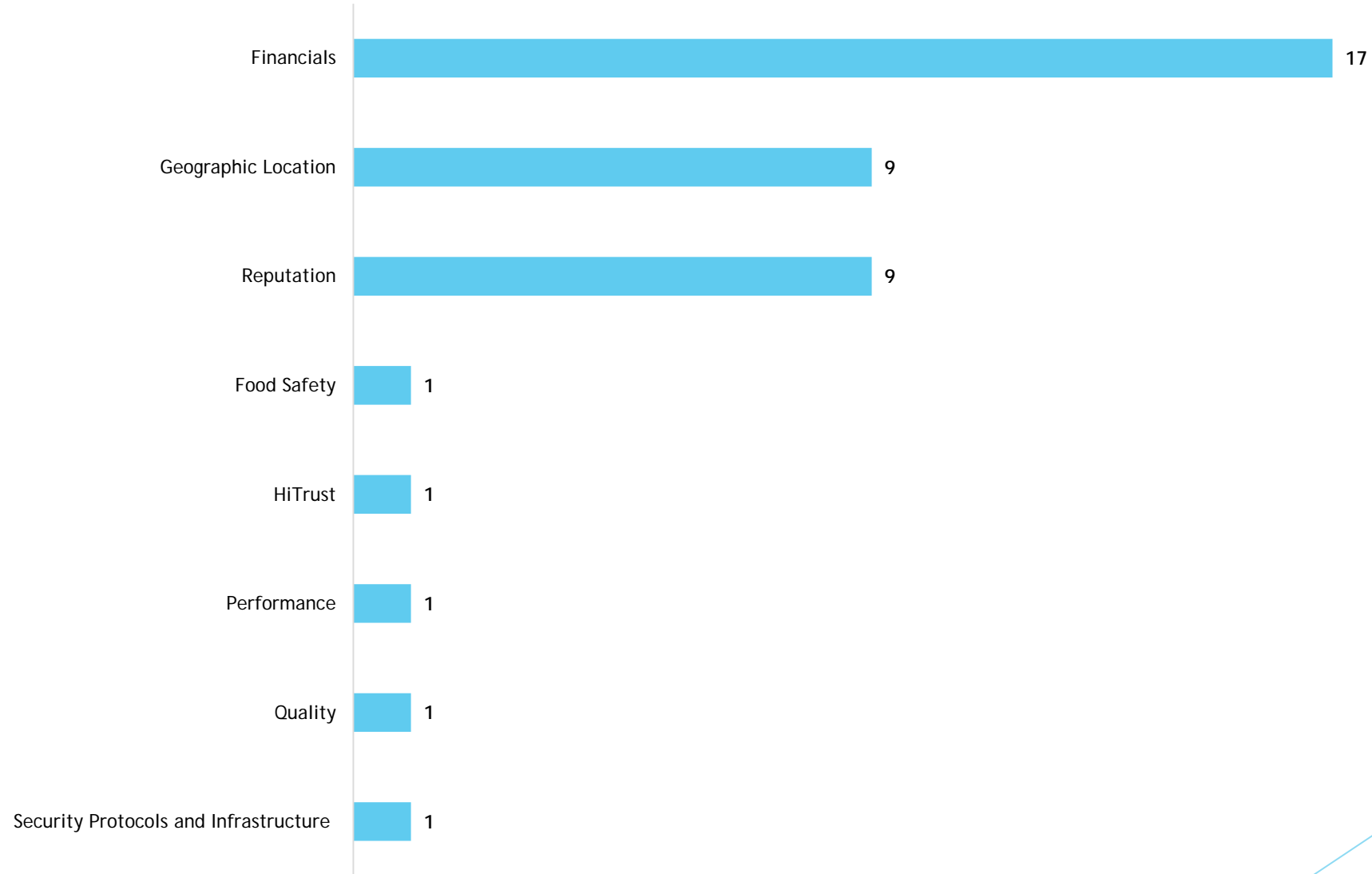
Do you have a formal supplier risk management process?



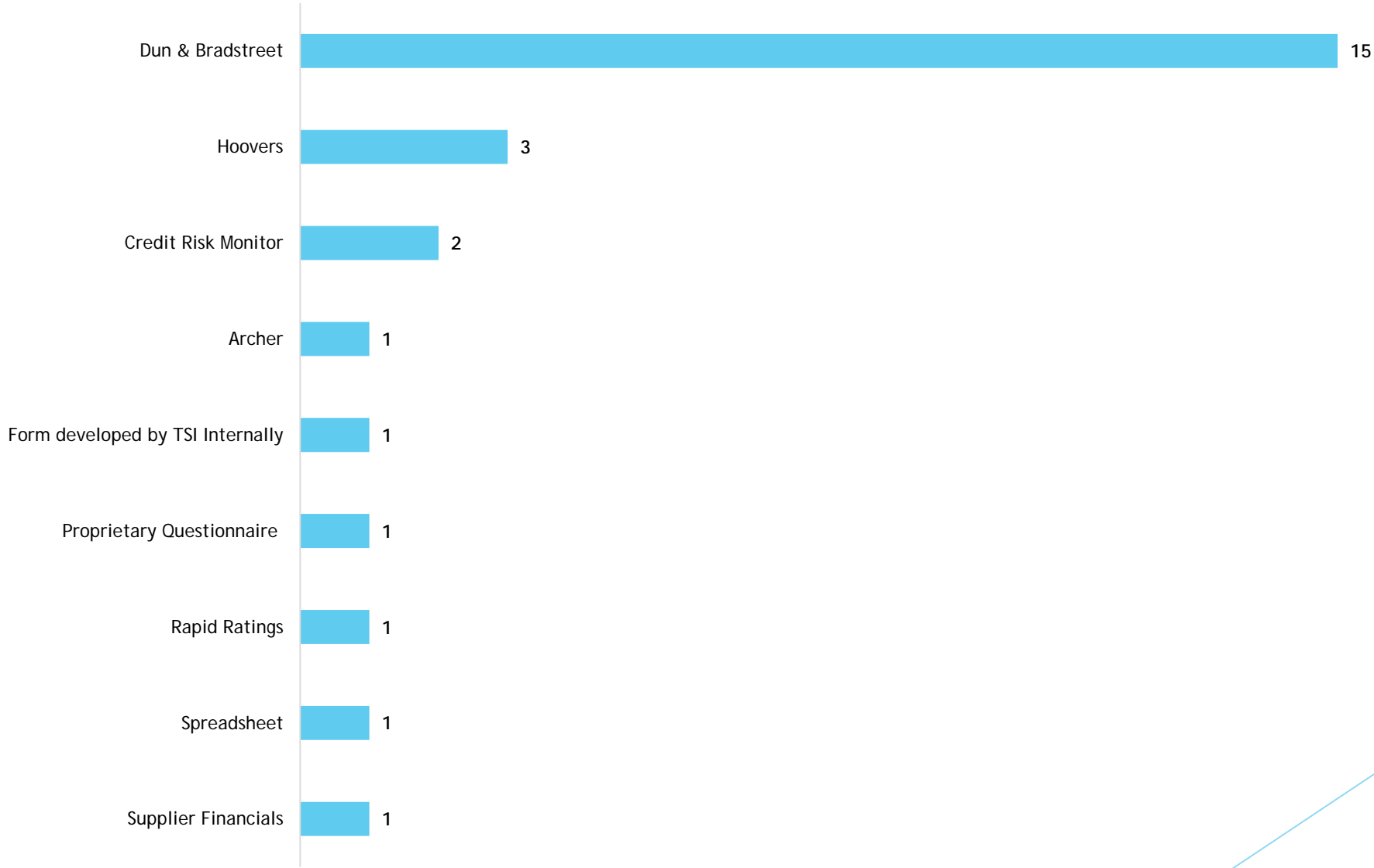
How do you measure supplier risk?



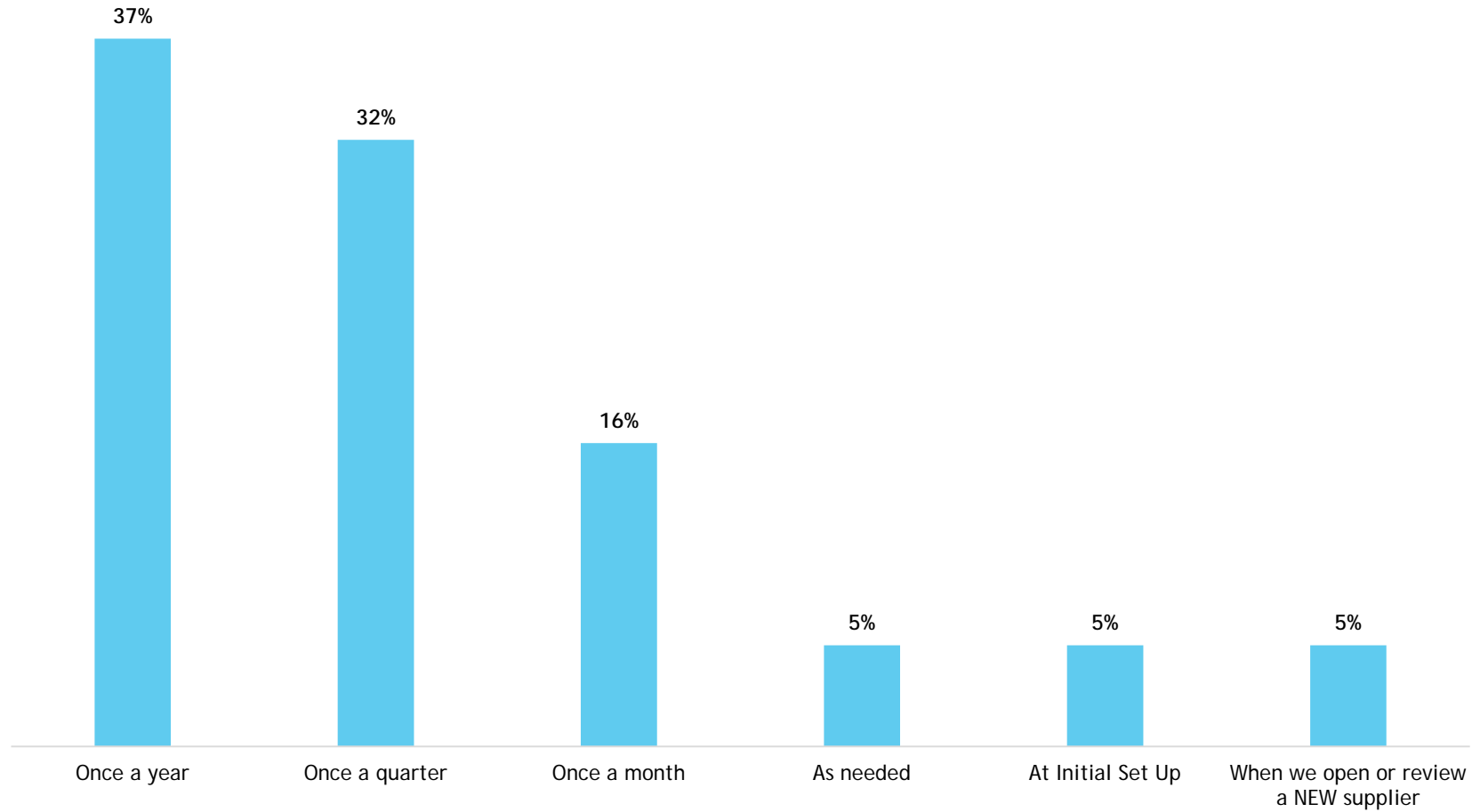
What do you measure in regards to supplier risk?



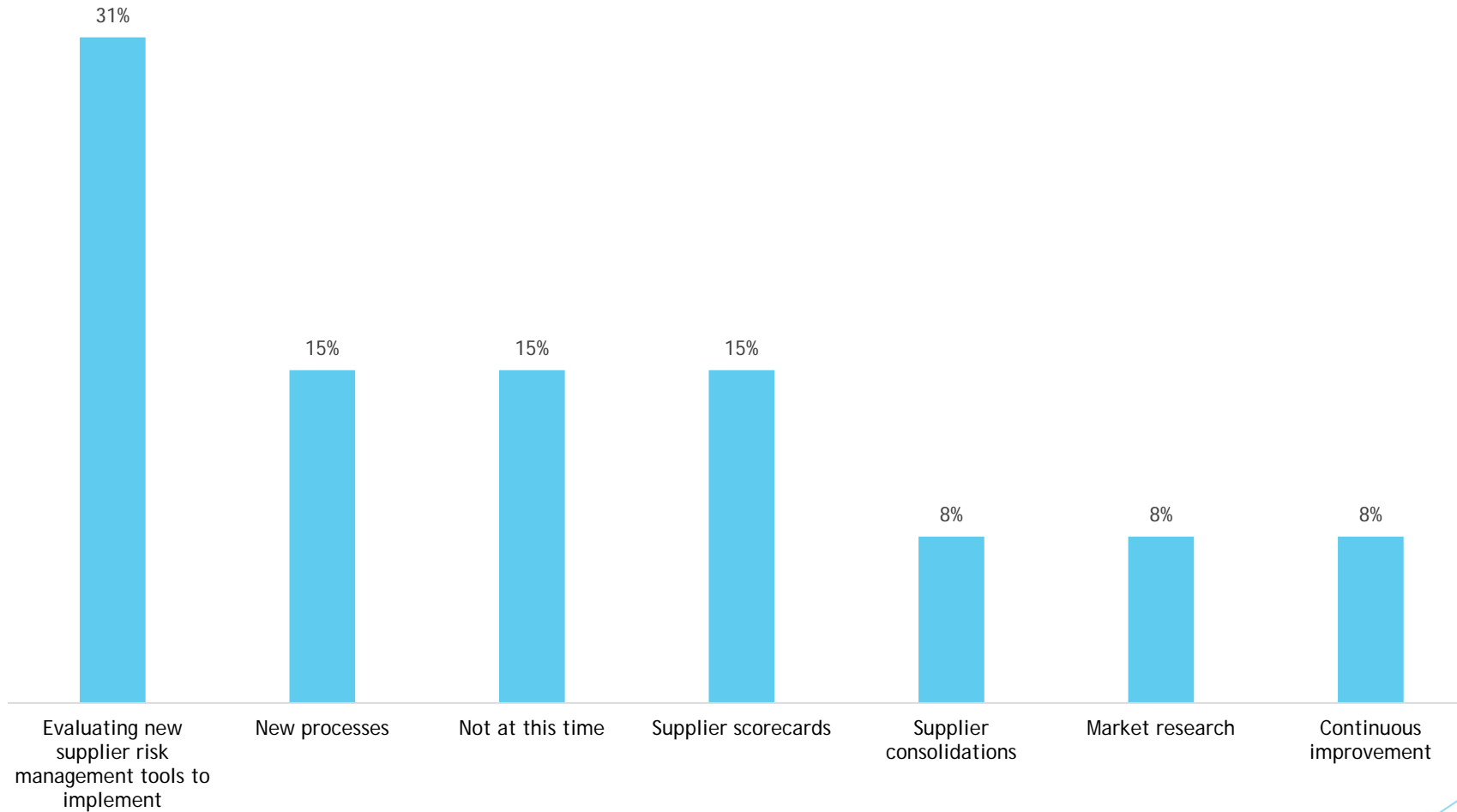
What tools do you use to assess supplier risk?



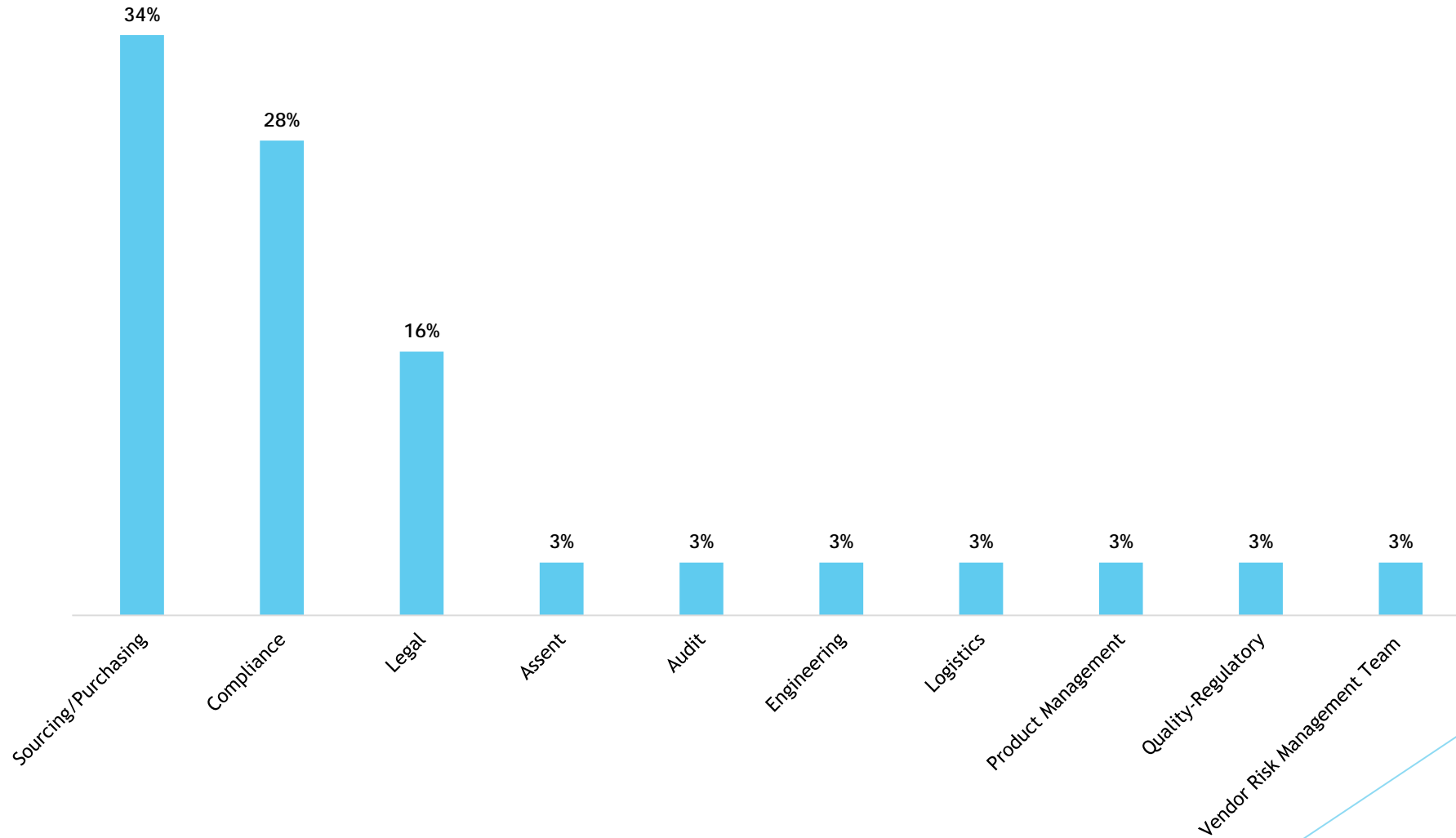
How frequently are you receiving and reviewing information from these tools?



Do you have plans to improve your supplier risk management process, if so, how?



Who owns the compliance and regulatory requirements for your company ?



- ▶ 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.