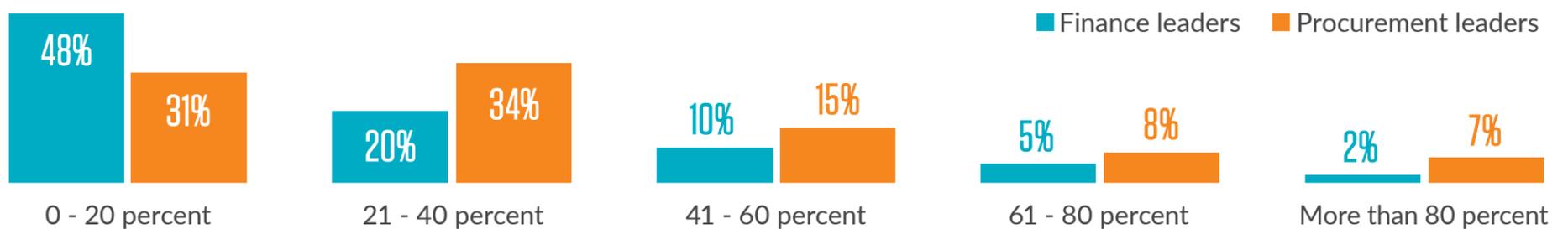


Bridging the Gap Between Finance and Procurement

Among the key findings from Protiviti's 2017 Procurement Survey, close to half of finance leaders believe 20 percent or less of procurement savings drop to the bottom line, and most procurement and finance leaders rate the sourcing process as less than "very effective."

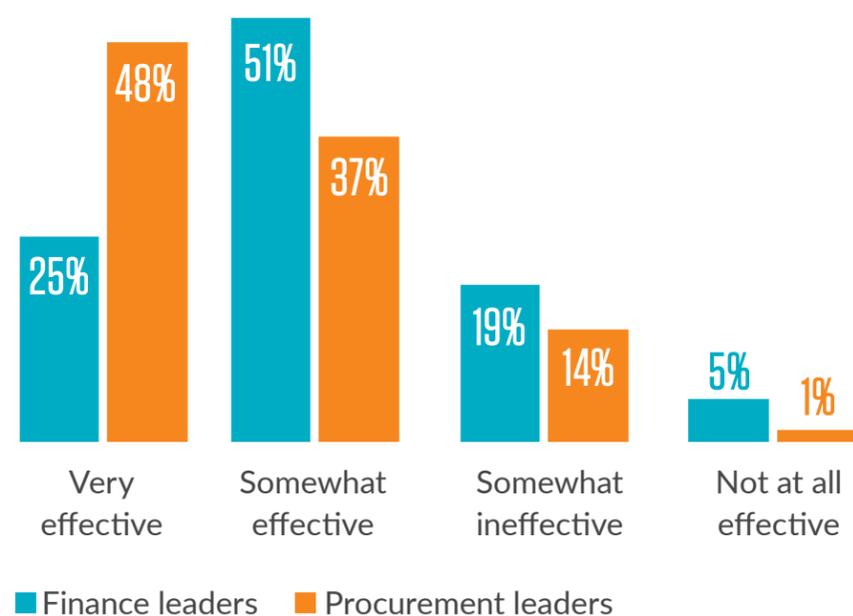
What would you estimate to be the percentage of savings achieved by the procurement function that is dropping to the bottom line?



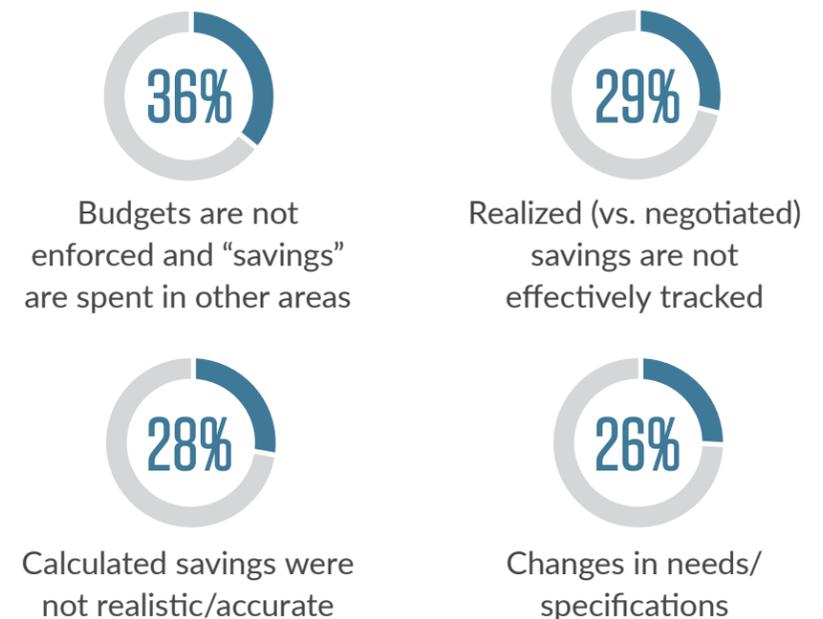
How effective is your sourcing process in delivering value and cost savings?

	FINANCE	PROCUREMENT
Very effective (annual cost reductions on average are more than 10% of controlled spend)	20%	35%
Somewhat effective (annual cost reductions on average are between 5% and 10% of controlled spend)	53%	54%
Somewhat ineffective (annual cost reductions on average are between 1% and 5% of controlled spend)	20%	8%
Not at all effective (no annual cost reductions identified)	7%	3%

How would you rate the effectiveness of the procurement function in reporting and promoting the savings being delivered in the organization?



For claimed savings that are not dropping to the bottom line, what do you believe are the primary causes?



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