

Challenger

BUYERS IN THE DRIVER'S SEAT

\$5,000

Median amount above which procurement becomes involved

Percent of Companies Taking Different Steps Since COVID

Review all outstanding purchase requests

76%

Re-prioritize spend across all categories

53%

Ask suppliers to provide additional information around supply

44%

Put in place a purchasing freeze for anything deemed non-essential

38%

Proactively reach out to new suppliers to safeguard operations

37%

Cut individual and departmental budgets

34%

Ask suppliers to confirm their financial stability

30%

Cancel or renegotiate existing supplier contracts

26%

Form new alliances with other companies to achieve scale in purchasing

16%

Average mandate to reduce expenditures by 25%

54%
of all purchasing governed through a contract or structured through a catalog

Respondent Characteristics



- 110 respondents (All respondents work at companies with more than 200 employees, 52% with more than 1,000)
- Spend 60% of time on purchasing-related activities
- 47% work in procurement, 25% production/operations, 9% IT, 8% finance, 11% other