



5 Ways to get your CEO to care about procurement.

ENGAGING WITH THE C-SUITE

Swipe



1

Celebrate successes

When things are going well, procurement usually remains invisible to the C-Suite. Instead, put more effort into celebrating your success.

Reach out to the CEO or appropriate executive assistant to start a conversation about raising procurement's profile.

2

Align goals

CEOs think about things like cash flow, risk, growth, and innovation. Each of these should be supported by procurement.

Be sure to communicate to the C-Suite that procurement can help them with these priorities.

3

Invite the CEO to visit suppliers

Send an invitation to your CEO to join you when visiting strategic suppliers. This demonstrates that the relationship is valued and likely to continue.

It's also often treated as a great PR exercise by both companies.

4

Be a problem-solver

Position procurement as agile troubleshooters who can leverage the power of procurement and supply to address concerns (beyond only saving money).

Need to slash carbon emissions? Call procurement. Need to build social license? Call procurement. Need to show a commitment to diversity? Call procurement.

5

Chalk up some wins

One of the most effective ways to get procurement onto a CEO's radar is to deliver results that get their attention.

Utilize resources like group purchasing to generate immediate savings and put that money straight back into the budget to impress even the most disinterested CEO.

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