



# 5 THINGS KEEPING CPOS AWAKE AT NIGHT

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## THE WEAKENING DOLLAR'S BITE

The dollar fell by 9% in 2025, marking its worst annual performance since 2017 and early 2026 hasn't brought a strong rebound.

Raw materials, components, and finished goods from Europe, Asia, or Latin America suddenly cost more in dollar terms, squeezing already tight budgets.

**CPOs are being forced to rethink sourcing strategies... and fast.**





## GEOPOLITICAL STORMS & TRADE TURBULANCE

If the dollar feels wobbly, geopolitics feels like an earthquake.

The WEF nominated heightened protectionism as a top concern in its 2026 Global Risks report. Amid tariffs and sanctions, procurement leaders are scrambling to map multi-tier suppliers, build redundancy, and balance cost against resilience.

**The unpredictability and uncertainty make it difficult for business leadership to plan ahead.**

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## THE ARTIFICIAL INTELLIGENCE TSUNAMI

Artificial intelligence continues to move at warp speed and leaders are betting big on GenAI and agentic AI for spend analytics, contract management, and automation.

**But most procurement teams struggle with data that isn't AI-ready, leading to real fear about getting left behind.**

While CPOs know AI can help slash manual work, spot risks early, and drive smarter negotiations, they lose sleep over implementation, ethical concerns, data privacy, and more.

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# 4 CYBERSECURITY

Sophisticated ransomware, payment fraud, and AI-powered threats are rising, and the supply chain sits right in the crosshairs.

**CPOs know one breach could cost millions in downtime, fines, and reputational damage.**

Many teams are investing in AI-powered visibility tools and collaboration platforms to share threat intel, but the pace of attacks outstrips defenses.

The result? Constant vigilance, rising cybersecurity costs, and the nagging worry that the next big hit could come from a seemingly low-risk supplier.

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## THE TALENT TIGHTROPE

Procurement roles are evolving and competition for talent is fierce.

**Leaders are looking for people with digital literacy, strategic thinking, and soft skills like stakeholder management, all while demonstrating the ability to master AI tools.**

CPOs are pushing training, flexible work, and upskilling programs, but retention remains tough. Lose a key category manager or analyst, and months of institutional knowledge could walk out the door.





## TURN WORRY INTO ACTION

One of the smartest (and fastest) way CPOs can earn a better night's sleep is to partner with a group purchasing organization like Una.

**By tapping into Una's \$100 billion in collective buying power, you unlock impressive discounts that create a much-needed buffer against price shocks from a weakening dollar, inflation spikes, or sudden tariff hikes.**

Una's free membership, no-obligation model, and consultative support make it an easy, high-impact move that delivers average savings of 18-22% across categories, freeing up resources to invest in talent, tech, and resilience.

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