



• PURCHASE REQUESTS ISSUED:

PURCHASE REQUESTS APPROVED:

% PO CLOSED < 15 DAYS:

84,1%

% PO CLOSED 16 - 60 DAYS:

5,2%

% PO CLOSED > 60 DAYS:

10,7%



Savings KPI definition:

Savings:

A procurement saving refers to the savings achieved by paying a reduced price for a product or service, without reducing or negatively impact the quality or quantity of the item or service acquired.

Purpose:

Evaluate the savings achieved during the acquisition process, in a given period.

• Direction: the higher, the better

• Lead time KPI definition:

♦ Lead Time PR - PO approval:

The Lead time KPI considers the time interval between the PR (Purchase Request) approval by the requester and the PO (Purchase Order) approval by the top management.

The substeps are:
• PR approval - PO issuance

Limit:

Considering the Lead time from PR

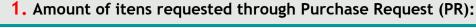
Approval until PO Approval analysis, it is expected that at least 50% of the requests are closed within 15 days. The remaining requests are expected to be closed according to the following goals:

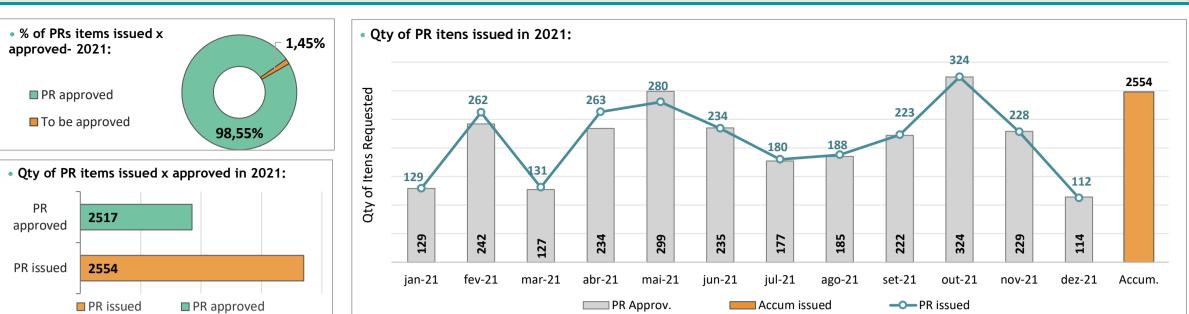
• 40% of requests must be closed within 16 - 60 days;

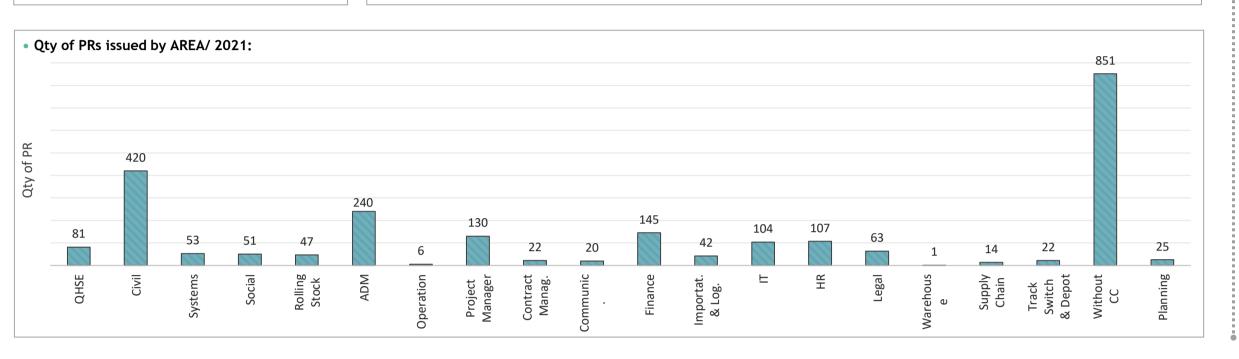
60 days;
10% of orders will be closed within 60 days

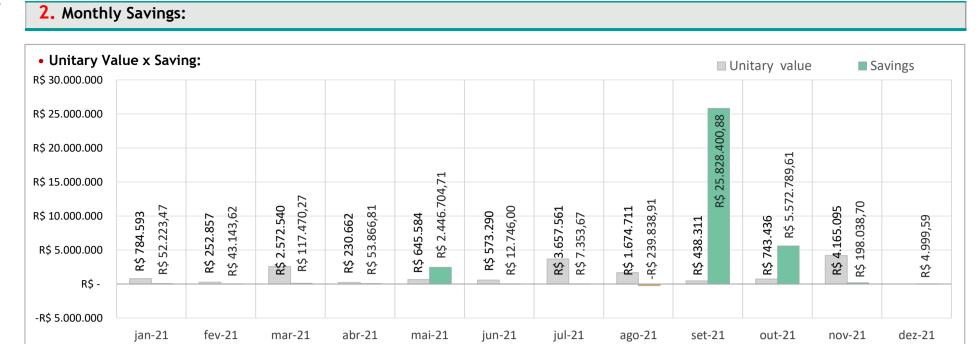
• **Direction:** the higher, the better, for the requests to be closed **within 0-15 days.** I.e., it's expected to close at least **50%** of the

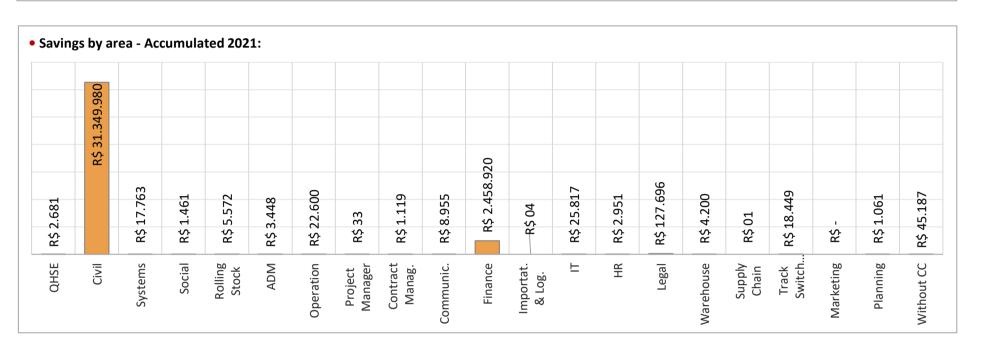
requests in this deadline.











3. Lead time analysis - PR approval >>> PO approval:

