

Says

What have we heard them say?
What can we imagine them saying?

Thinks
What are their wants, needs, hopes, and dreams?

What other thoughts might influence their behavior?

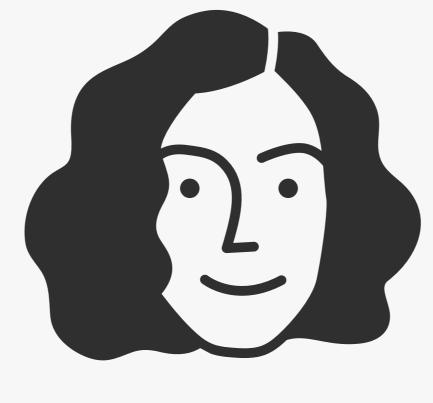
Checking your Data

Analysing your Data

Entering your Data decreasing procurement costs

Transparency

improving efficiencies by increasing visibility



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Analysing spending behaviour and identifying opportunities for growth

Conduct A comprehensive spend analysis program

Taking a closed-loop management approach

Develop a holistic spend management strategy

Spend analysis is more than just a procurement tool

improving negotiation capabilities

enhancing supplier management



Does

What behavior have we observed? What can we imagine them doing?



What are their fears, frustrations, and anxieties? What other feelings might influence their behavior?



