

PROCUREMENT IN AN ERA OF POLYCRISIS – INSIGHTS FROM GLOBAL PROCUREMENT STUDY FROM THE ECONOMIST & SAP Ariba

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2026

Total Respondents.

405

For each persona,
CPO, CFO, COO, CHRO, CSCO

675

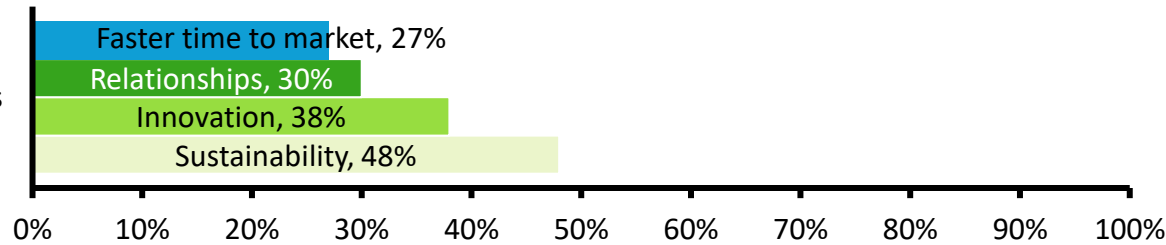
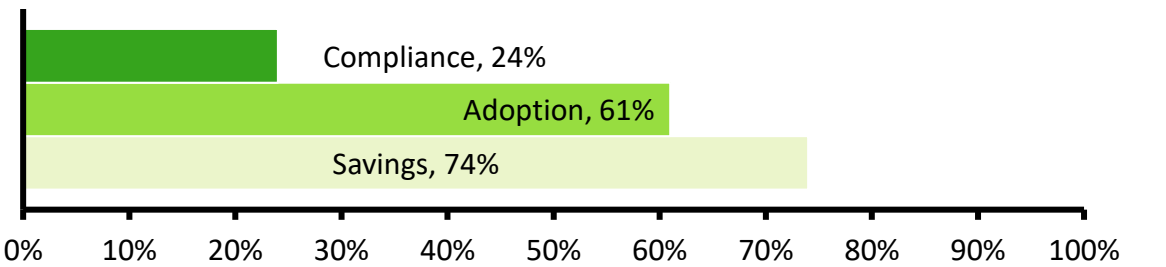
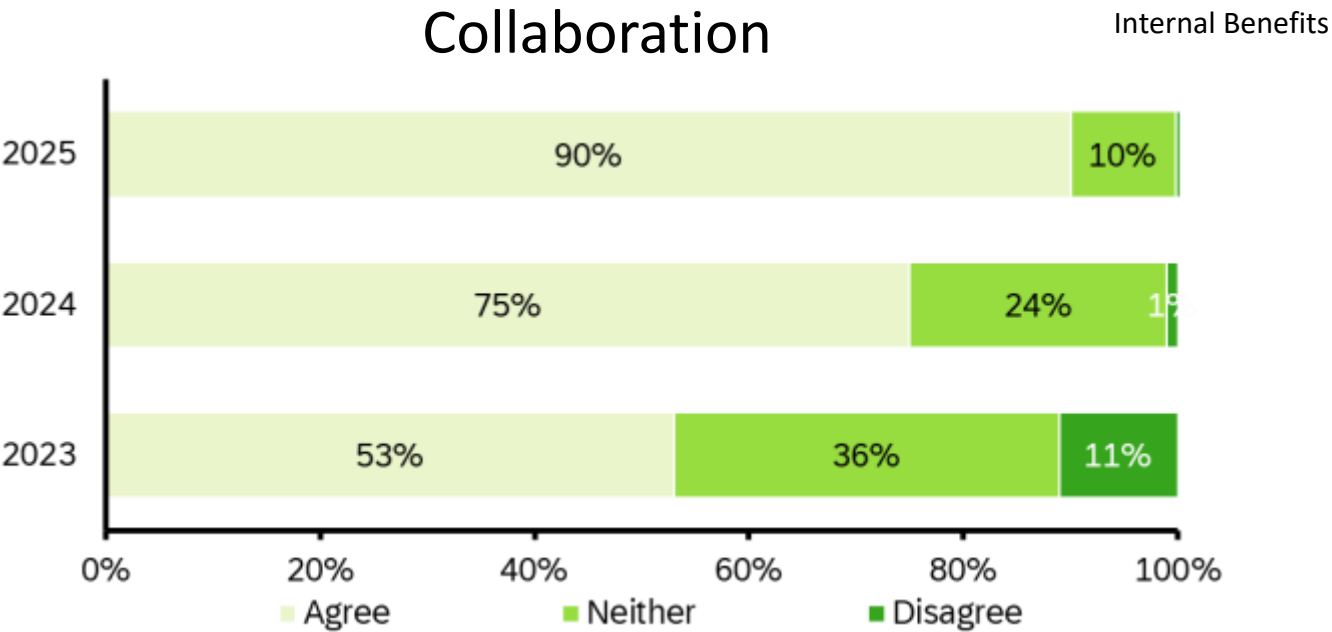
From APAC

135

From ANZ

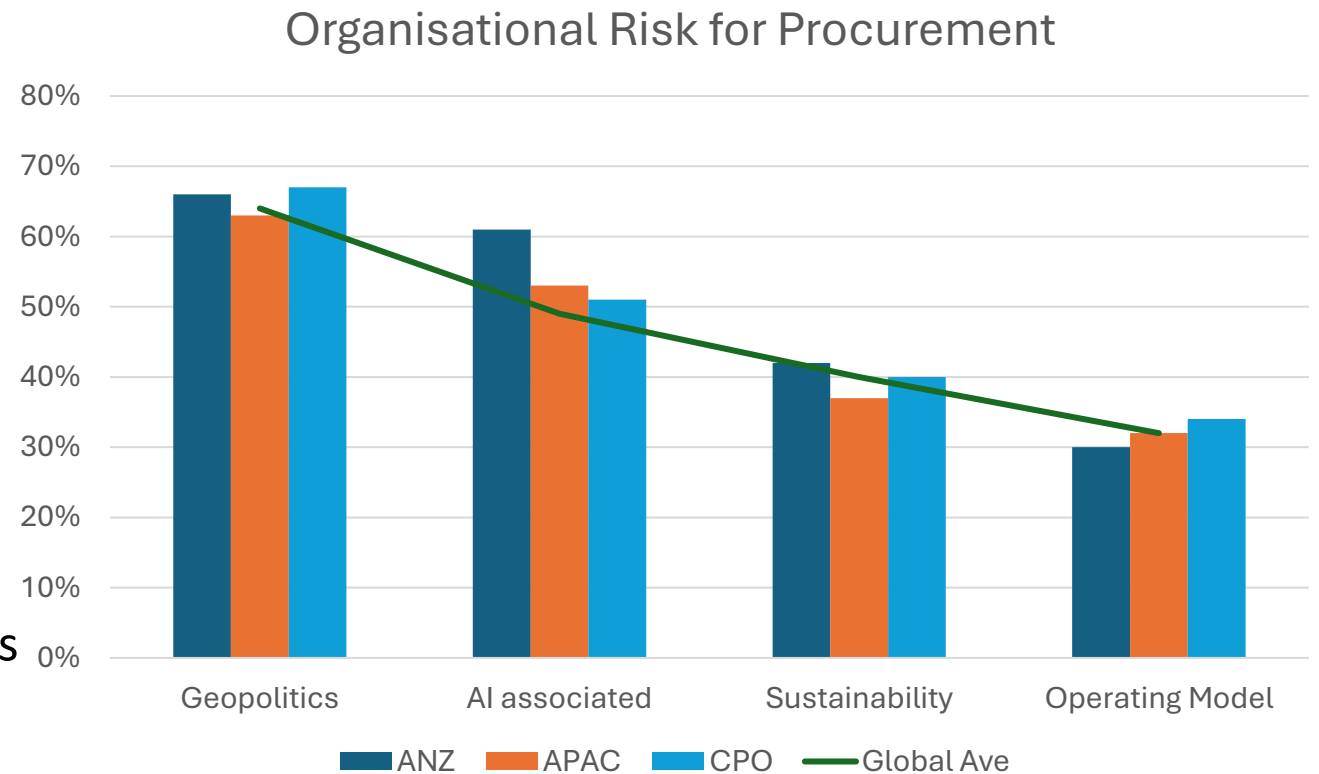


Collaboration



66%

The top organization risk for procurement to focus on is Geopolitical dynamics

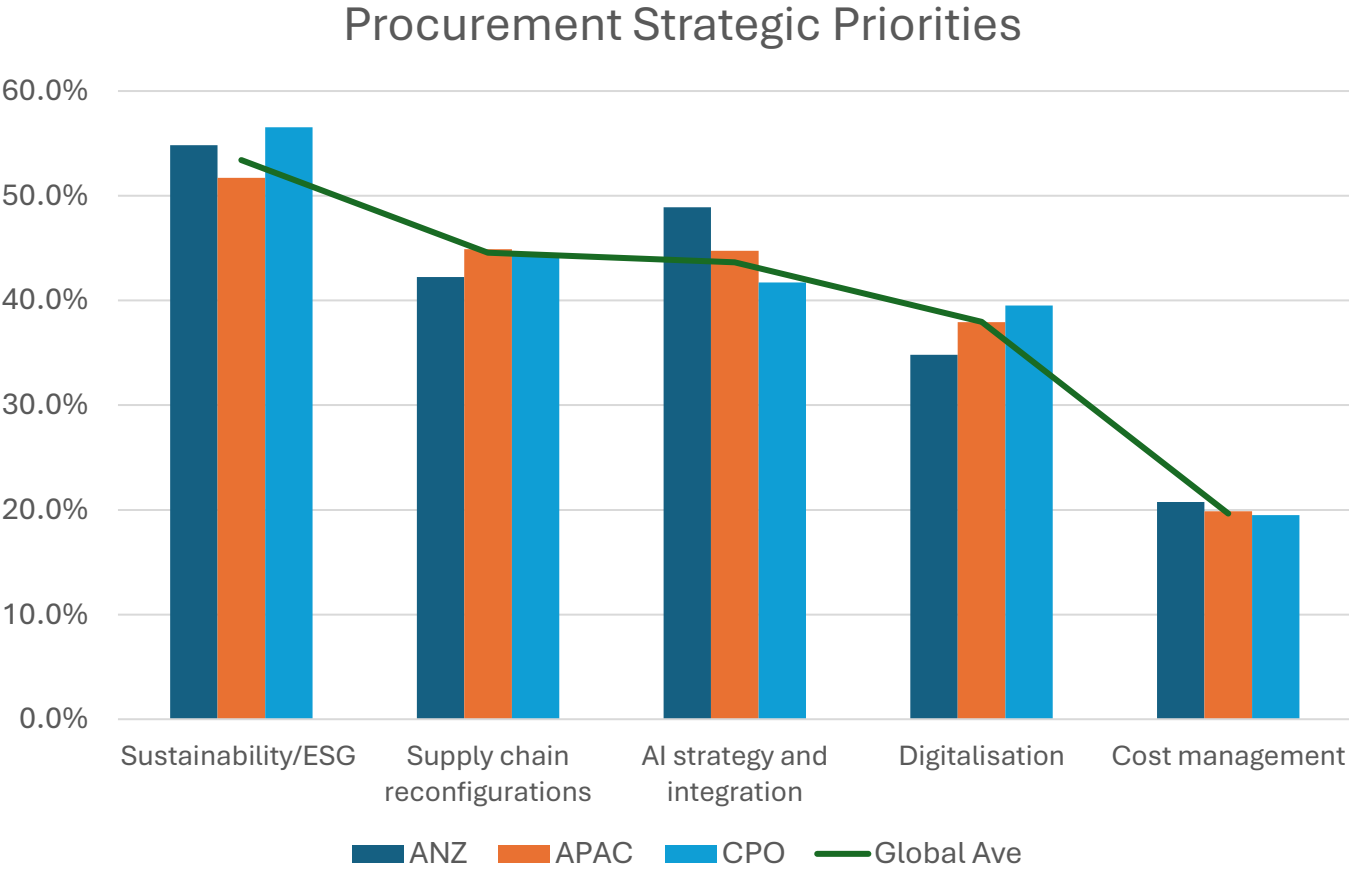


Strategic Priorities



55%

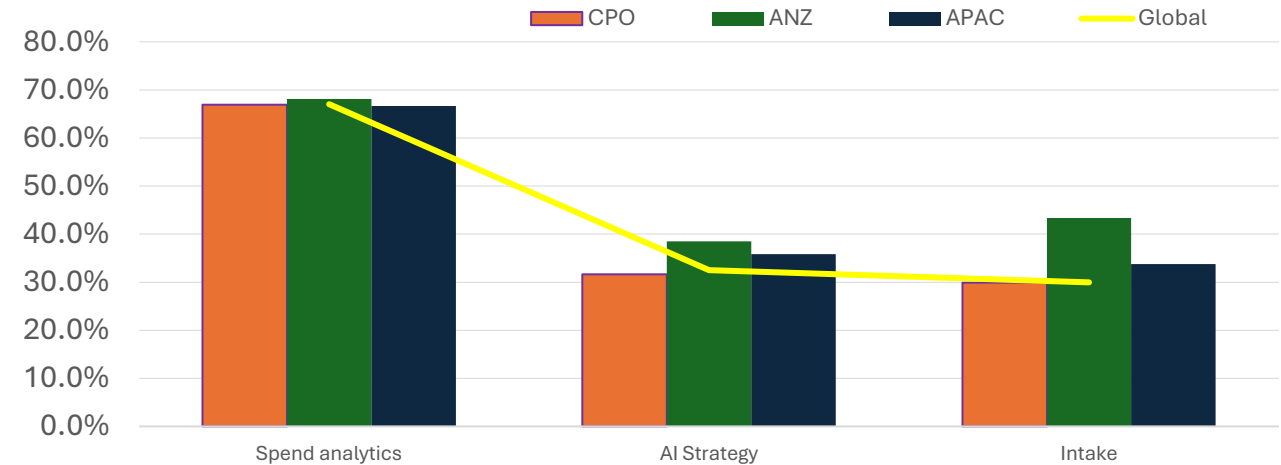
The top strategic priority for procurement for the next 12-18 months is Sustainability



Technology



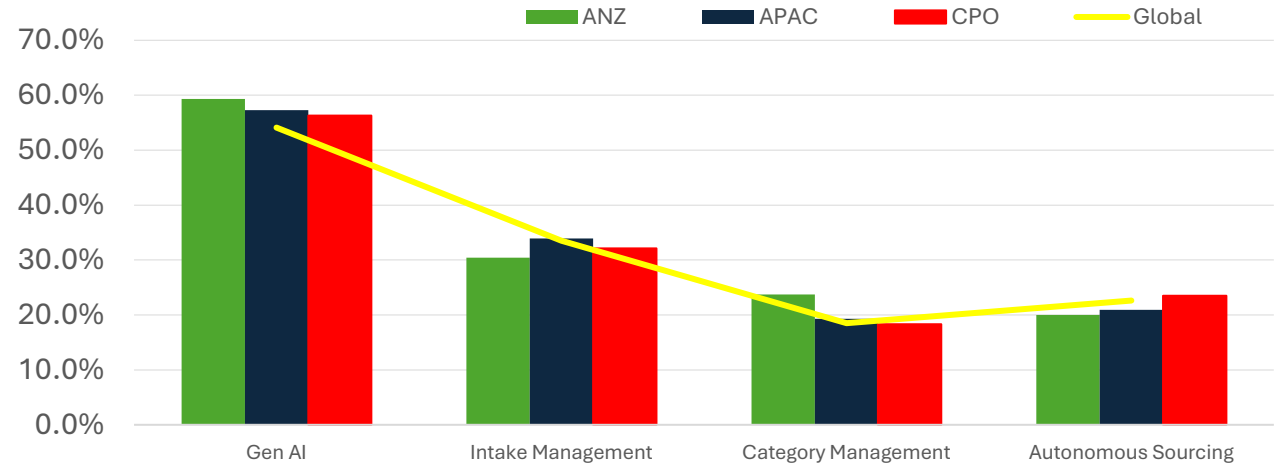
Drivers of digital



66%

Spend Analysis top driver of digital transformation

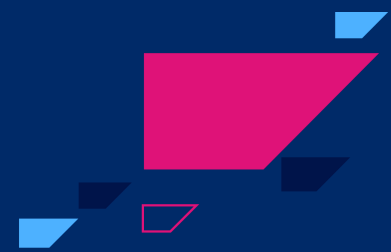
Tech Trends



54%

Gen AI is the top tech trend for procurement to pilot or implement in next 18 months

External Workforce



74%

Cost Saving

The number one reason why people use external workforce

62%

Access to specialized skills

“The number 2 reason why people use external workforce

46%

Improving SOW Management

Top short-term priority for external workforce

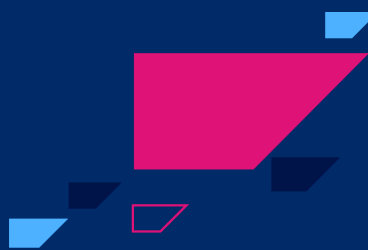
38%

Increasing outsourcing.

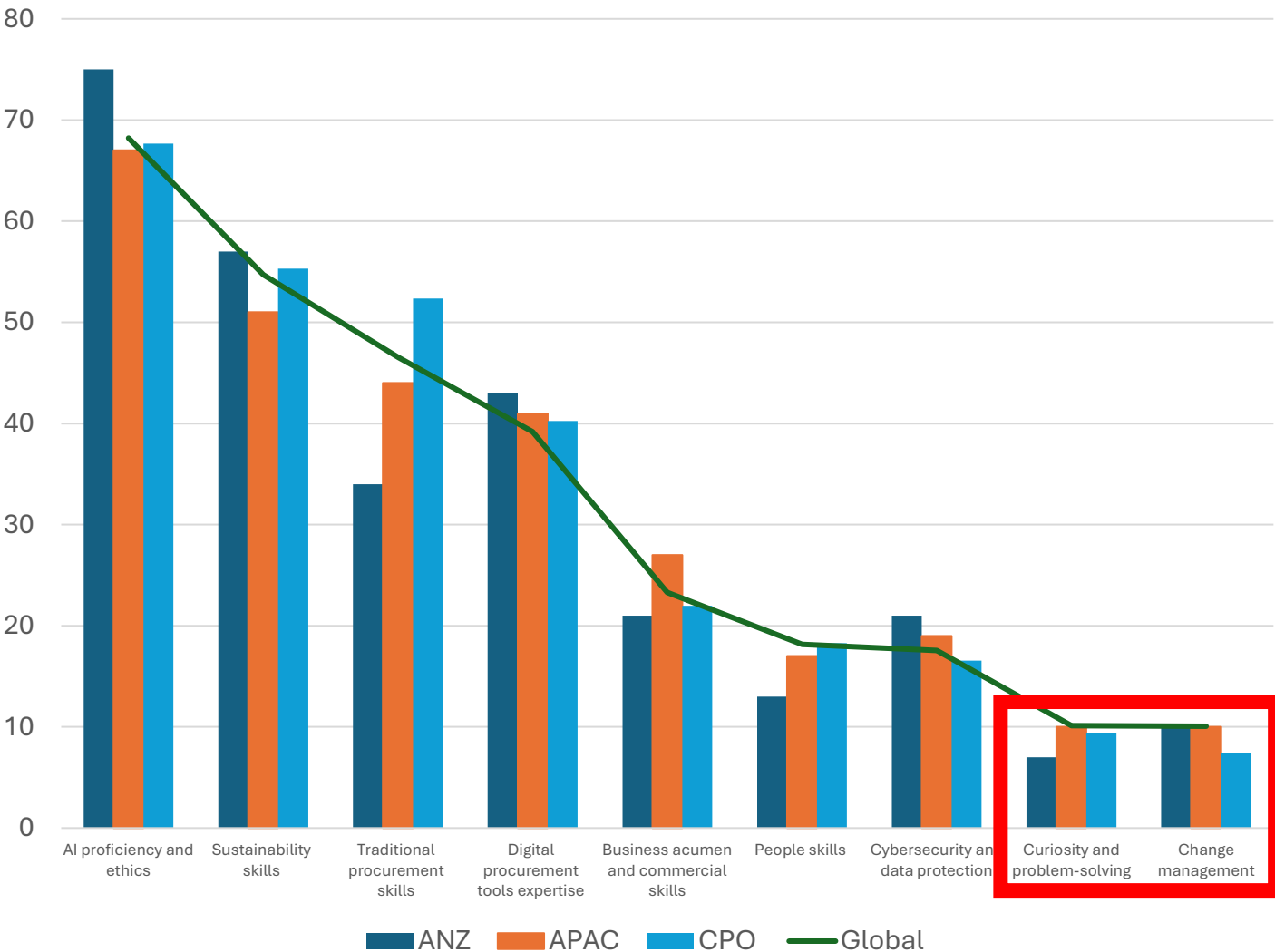
Number 2 short term priority for external workforce

Over 30% of respondents identified operating model changes as a key risk factor for procurement to focus on

Talent Development



2025 Skills results



75%

AI Proficiency.

57%

Sustainability Skills.

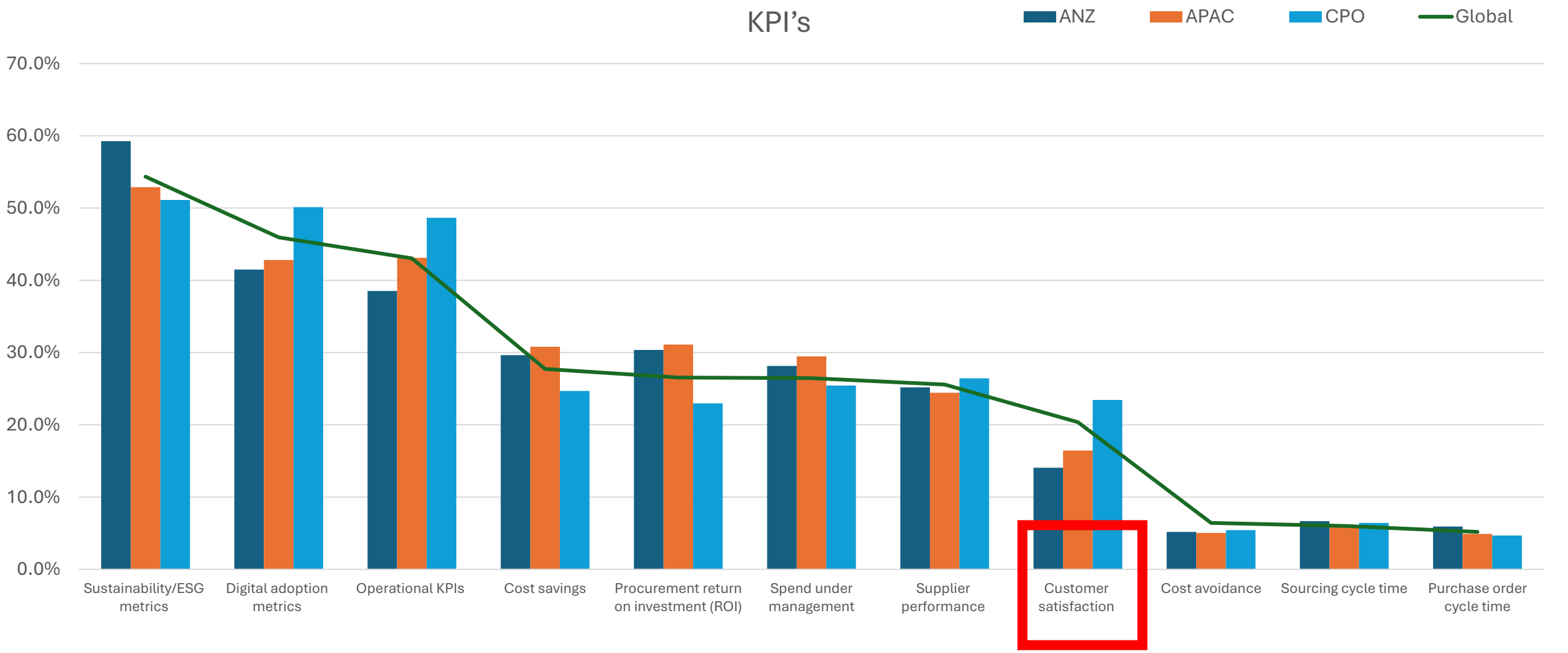
43%

Digital Procurement Skills

34%

Traditional Procurement Skill

Procurement Performance





Spend Connect

In conjunction with Mastering SAP Connect

Thank you.

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Spend Connect

In conjunction with Mastering SAP Connect

Customer Benchmarking Award





Spend Connect



91.10

Av: 53.65

% of Ariba PO line count
associated with catalog

99.90

Av: 62.63

% of Ariba invoice spend
received via Ariba Network

99.90

Av: 69.72

% of Ariba electronic invoice
spend

100

Av: 93.55

PO count via Ariba Network as a
% of Ariba PO Count

100

Av: 88.83

PO Spend on AN as % of
Ariba PO Spend