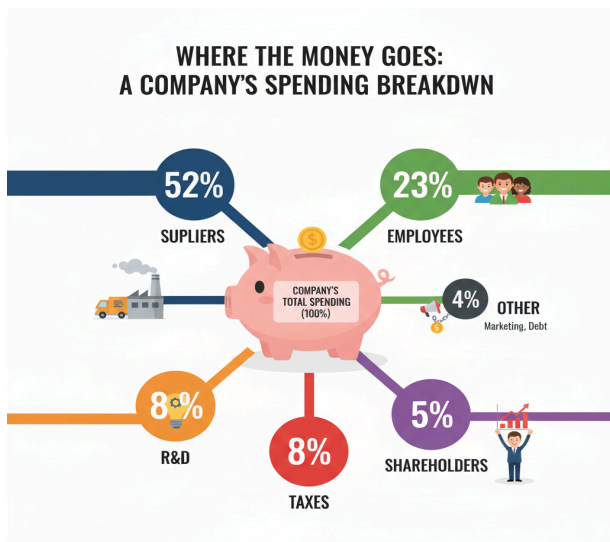


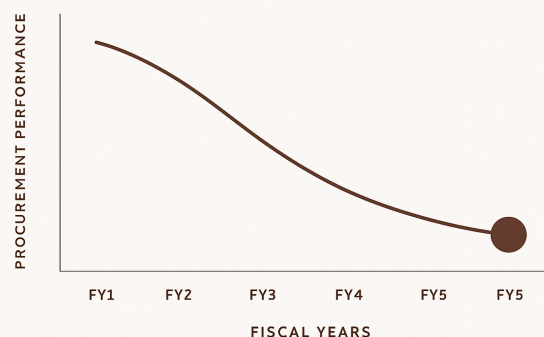
Procurement Transformation:

Are you unlocking its full potential?



Traditional Procurement Performance Trend

Does classic procurement perform less and less sustainably?



Most organizations underestimate the strategic power of procurement, even though **50 to 55 percent of company turnover goes directly to suppliers**. This is a larger investment than employees, R&D, shareholders, or taxes.

So, the real question becomes:

Are you getting the full value from the suppliers who represent half of your company's spending?

For many organizations, the answer is not yet. Value contribution from procurement is declining in numerous industries, especially where the function has not been modernized. Without a clear transformation roadmap, the gap only widens.

1. Why Procurement Transformation Matters Now

Procurement is not just about controlling costs. Today it is a catalyst for performance, resilience, and innovation. A modern Procurement function activates new levers such as:

- Strategic Category Management
- Smarter Make or Buy Decisions
- Tail Spend Optimization
- Innovation through Supplier Partnerships

Many companies excel at gathering innovation from R&D, technology teams, or academic partnerships, but fall short with suppliers. The reason is simple.

Organizations often do not listen to the voice of the supplier, even though suppliers can be powerful engines of innovation and value.

2. The Opportunity Ahead

Imagine a procurement function that:

- Acts as a strategic partner, not an operational necessity
- Treats suppliers as co-innovators, not vendors
- Unlocks hidden value that directly improves performance
- Strengthens resilience in a volatile market environment

This type of evolution is entirely achievable.

3. How EarthTone Supports Your Transformation

At **EarthTone Advisors**, we help organizations:

- **Assess** the true **maturity** of their procurement function
- Identify untapped **value opportunities** within the supplier ecosystem
- Build and execute a **transformation** roadmap that **elevates performance**
- Position Procurement as a strategic and future-ready enabler of growth

Procurement holds significant potential to become one of the most impactful levers of organizational performance. It is time to rethink it and reimagine what it can deliver.

**Ready to explore what your Procurement function could achieve?
Let's transform it together**

LinkedIn Version

Is your Procurement function unlocking its full potential?

Most companies do not realize that **50 to 55 percent of their turnover goes to suppliers**, which is more than what they spend on employees, R&D, shareholders, or taxes. Yet many organizations are not getting the value, innovation, or performance they should.

Procurement today is not just cost control. It is strategic. It involves category management, smarter make or buy decisions, tail spend focus, and most importantly, **partnering with suppliers to drive innovation**.

At **EarthTone Advisors**, we help organizations assess their procurement maturity and transform the function into a true value creation engine. It is time to rethink how you work with suppliers and what Procurement can deliver.

Let's start the conversation.

#ProcurementTransformation #SupplierInnovation #EarthToneAdvisors

