Bridging the Gap Between Finance and Procurement

Among the key findings from Protiviti’s 2017 Procurement Survey, close to half of finance leaders believe 20 percent or less of procurement savings drop to the bottom line, and most procurement and finance leaders rate the sourcing process as less than "very effective."

What would you estimate to be the percentage of savings achieved by the procurement function that is dropping to the bottom line?

- 48% Finance leaders
- 31% Procurement leaders
- 20% Finance leaders
- 34% Procurement leaders

How effective is your sourcing process in delivering value and cost savings?

<table>
<thead>
<tr>
<th></th>
<th>Finance</th>
<th>Procurement</th>
</tr>
</thead>
<tbody>
<tr>
<td>Very effective</td>
<td>20%</td>
<td>35%</td>
</tr>
<tr>
<td>Somewhat effective</td>
<td>53%</td>
<td>54%</td>
</tr>
<tr>
<td>Somewhat ineffective</td>
<td>20%</td>
<td>8%</td>
</tr>
<tr>
<td>Not at all effective</td>
<td>7%</td>
<td>3%</td>
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How would you rate the effectiveness of the procurement function in reporting and promoting the savings being delivered in the organization?

- 48% Finance leaders
- 51% Procurement leaders
- 25% Finance leaders
- 37% Procurement leaders

For claimed savings that are not dropping to the bottom line, what do you believe are the primary causes?

- 36% Budgets are not enforced and "savings" are spent in other areas
- 29% Realized (vs. negotiated) savings are not effectively tracked
- 28% Calculated savings were not realistic/accurate
- 26% Changes in needs/specifications