

On Our 20th
Anniversary:
Sourcing /
Supply Chain
Trends for 2020
and Beyond

TMG | THE MPOWER GROUP
ENABLING STRATEGIC IMPACT

Helping Deliver Your

Strategic Vision Since 2000



Sourcing / Supply Chain Trends

Talent

- Know what talent / competencies you need to support corporate strategy
- Ability to attract & retain top talent – “war for talent”
- Strategic competencies needed (e.g. Collaboration, Stakeholder Engagement, Design Thinking, Change Management, etc.) to support “new” world
- Work / life balance and career planning to attract a diverse work force



Digitization

- Constantly refresh your technology roadmap to incorporate rapid technology changes
- Lead others to embrace / adopt technology which is critical to increase ROI
- MUST have new skills to support digitization
- Digitization is critical to shift Procurement’s role away from transactional



Risk

- Grab leadership role to fill vacuum at corporate level
- Look beyond individual risks to optimize Portfolio risk
- Risk processes that go beyond tracking - MUST produce proactive Action
- Increasing competency on risk IS a competitive advantage for the business



Supplier Relationship Management Optimization

- Extracting hidden Value from key supplier relationships (e.g. innovation)
- Collaborating with key Suppliers to increase your top-line – new role
- Suppliers as partners to reduce “system” cost, not just price
- Metrics that deliver mutual Value Drivers



Sourcing / Supply Chain Trends

Globalization

- Understanding of what's available - global supply chain and supply base
- Awareness of geo-political issues / challenges to avoid surprises and pro-actively manage risk
- Exploit arbitrage / risk opportunities
- Awareness and understanding of Tier II supplier risk to build into overall supplier risk profile



Cost To Value

- Makes the shift from Cost focus to satisfying Stakeholder Value Drivers (as defined by the stakeholder)
- Leverages knowledge about the supply markets to identify new sources of value
- Sourcing / Supply Chain head is a corporate level strategic contributor
- Sourcing / Supply Chain metrics aligned with Stakeholder metrics



Role

- Collaborative internal consultant and change agent and advisor to the business
- New technology simplifies transactional buying and shifts to the business
- Sourcing / Supply Chain expected to impact the top line not just the bottom line
- New Operating Model – Center of Excellence (“COE”) to support new role to the business



Social Responsibility

- Accountable for regulatory requirements in supply chain
- Increased impact of CSR in Supply Chain decision making
- Competency in CSR is a competitive advantage
- Manages end to end supply chain (e.g. zero waste, sustainability, etc.)



About The Mpower Group

The Mpower Group is in the business of Mpowering our clients to accelerate Exceptional Business Outcomes by unleashing the full potential of their Sourcing / Supply Chain organizations. We are a global consulting firm dedicated to serving the needs of Fortune 500 organizations. We help our clients by:



Accelerating Strategic Transformation:

Rapidly move client organizations along The Mpower Group's Sourcing / Supply Chain Maturity Model to peak performance levels.



Competency Based Talent Management:

Advance the competencies of our clients' Sourcing / Supply Chain professionals to World-Class performance levels.



Maximizing Deal Value:

Help clients realize the full value from large and/or complex deals by focusing on A) "Customer" Value Drivers before and during negotiations, and B) an adoptable, sustainable implementation once the deal has been reached.



The Mpower Group is a World Class Strategic Sourcing & Supply Chain consultancy that delivers big results with a boutique feel. We are Woman and Minority owned.