



- Talent strategy tied to corporate strategy
- Must win "war for talent'
- Focus on "Strategic" competencies
- Work / life balance & career planning is critical



- Fill vacuum at corporate level
- **Optimize Portfolio risk**
- **Ensure pro-active ACTION**
- Increased competency = competitive advantage

· Truly "global" category strategy

Keen geo-political knowledge Exploit arbitrage / risk opportunities

**Incorporate Tier II Supplier** risk



- Collaborative Consultant / Change Agent / Advisor
- Shift tactical work to business
- Responsible for Top-Line also
- Deliver a COE for more than Sourcing / Supply Chain

Risk

Globalization

Role

**The Mpower Group** Sourcing / **Supply Chain** Trends for 2020 and Beyond



- **Constantly refresh Technology Roadmap**
- Adoption MOST critical
- **Required New** competencies highest risk
- Critical for role shift (see below)



SR-MO

- Deliver innovation from Suppliers
- Collaborate to increase Top-Line (new metric for Sourcing)
- System cost -not just price
- **Metrics support Supplier** Value Drivers also



Cost to Value

- Primary focus Must Be Stakeholder Value Drivers
- **Deliver NEW incremental Value**
- Leader valued as Strategic Executive
- Metrics aligned with Stakeholder metrics



Social Responsibility

- Manage ALL regulatory risk
- Incorporate CSR in decision making
- CSR competency a competitive advantage
- Focus on end-to-end supply chain



# **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 vour technology roadmap to incorporate rapid technology changes
- Lead others to embrace / adopt technology which is critical to increase ROL
- 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 vour 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 geopolitical issues / challenges to avoid surprises and proactively 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.