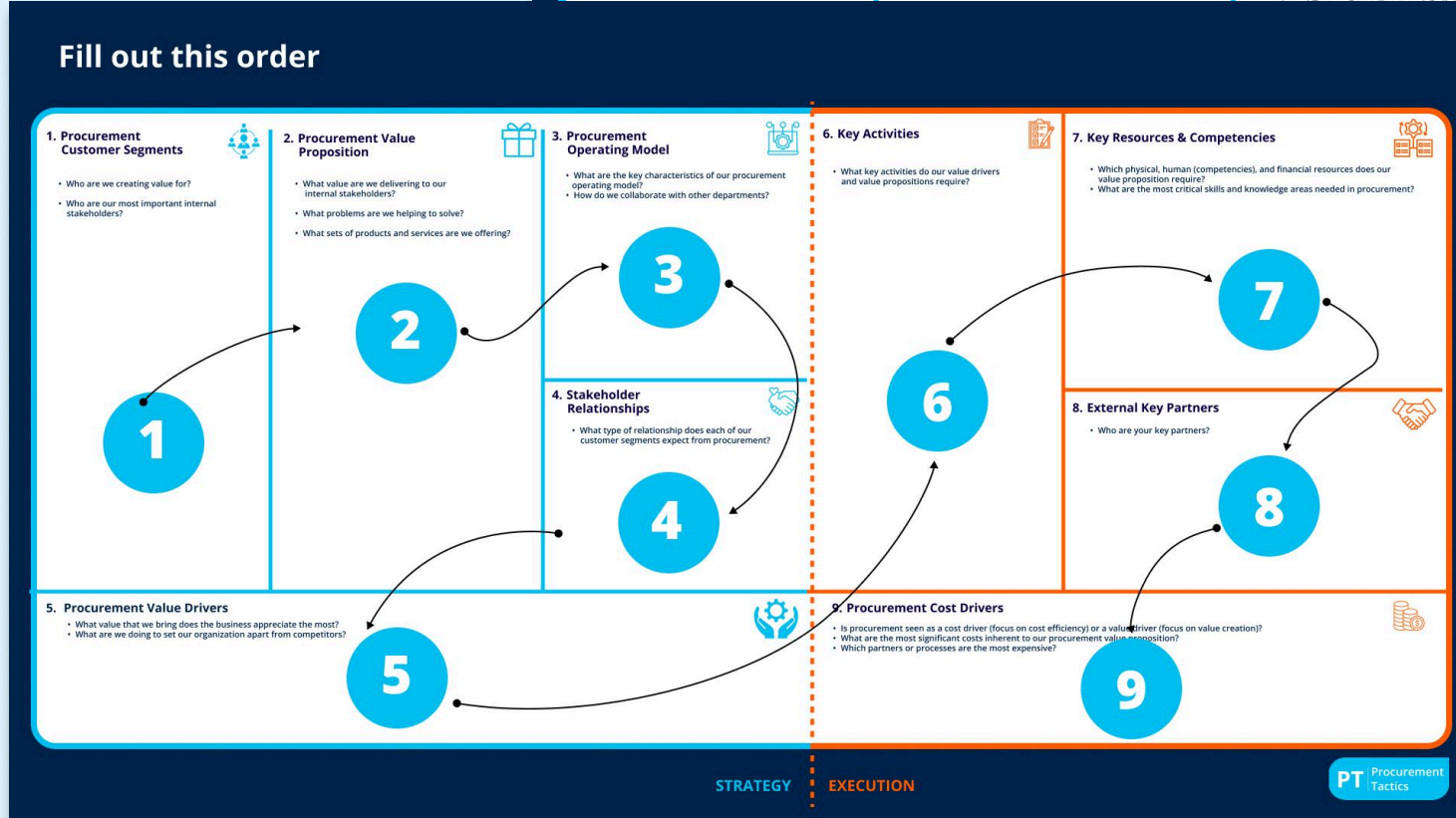


# Procurement Team Internal Stakeholder Management Model Canvas

## Procurement Team Internal Stakeholder Management Model Canvas - EXAMPLE

<b>1. Procurement Customer Segments</b> <ul style="list-style-type: none"> <li>Who are we creating value for?</li> <li>Who are our most important internal stakeholders?</li> </ul> <p>Examples:</p> <ul style="list-style-type: none"> <li>Finance department</li> <li>Executive leadership</li> <li>Operations and Production department</li> <li>Marketing department</li> <li>Sales department</li> <li>Legal department</li> </ul>	<b>2. Procurement Value Proposition</b> <ul style="list-style-type: none"> <li>What value are we delivering to our internal stakeholders?</li> <li>What problems are we helping to solve?</li> <li>What sets of products and services are we offering?</li> </ul> <p>Examples:</p> <p>Our procurement team creates value through delivering cost-effective, high-quality supplies and services, aligned with environmental practices and broader organizational goals.</p> <p>The procurement team brings value to various internal stakeholders:</p> <ul style="list-style-type: none"> <li>Finance department: Cost savings and budget profitability</li> <li>Executive leadership: Strategic insights, risk mitigation and alignment with organizational goals</li> <li>Operations and Production department: Quality material and supply chain efficiency</li> <li>Marketing department: Access to quality vendors and innovation</li> <li>Sales department: Reliable product availability and competitive pricing</li> <li>Legal department: Robust contract management and ethical and sustainable sourcing</li> </ul>	<b>3. Procurement Operating Model</b> <ul style="list-style-type: none"> <li>What are the key characteristics of our procurement operating model?</li> <li>How do we collaborate with other departments?</li> </ul> <p>Examples:</p> <p>"An agile approach to procurement processes, with collaborative relationships with internal stakeholders across departments and efficient use of technological tools and softwares."</p> <p>Collaboration with other departments is achieved through regular cross-functional meetings, status updates, and shared reports to ensure alignment on needs, address issues, and integrate feedback.</p>	<b>4. Stakeholder Relationships</b> <ul style="list-style-type: none"> <li>What type of relationship does each of our customer segments expect from procurement?</li> </ul> <p>Examples:</p> <ul style="list-style-type: none"> <li>Finance Team: Analytical approach and transparent communication</li> <li>Executive Leadership: Proactive strategic guidance</li> <li>Operations and Production Team: Timely, solution focused, proactive approach</li> <li>Marketing Team: Responsive and Supportive approach</li> <li>Sales Team: Insight-driven and Creative approach</li> </ul>	<b>6. Key Activities</b> <ul style="list-style-type: none"> <li>What key activities do our value drivers and value propositions require?</li> </ul> <p>Examples:</p> <ul style="list-style-type: none"> <li>Developing and maintaining strong supplier relationships</li> <li>Drafting and managing procurement contracts</li> <li>Conducting negotiations and closing deals</li> <li>Identifying and evaluating suppliers for optimal value</li> <li>Assessing and mitigating supply chain risks</li> <li>Implementing quality control measures for compliance</li> <li>Incorporating sustainability criteria into procurement processes</li> <li>Investing in and utilizing procurement software</li> <li>Collaborating with internal stakeholders on procurement needs</li> <li>conducting research to identify trends and opportunities</li> </ul>	<b>7. Key Resources &amp; Competencies</b> <ul style="list-style-type: none"> <li>Which physical, human (competencies), and financial resources does our value proposition require?</li> <li>What are the most critical skills and knowledge areas needed in procurement?</li> </ul> <p>Example:</p> <p>Skilled procurement professionals in 4 key procurement competencies:</p> <ol style="list-style-type: none"> <li>Empathic Negotiation Design</li> <li>Analytical Strategic Thinking</li> <li>Soft Skills</li> <li>Sustainable Procurement</li> </ol> <p>Leadership availability and support</p> <ul style="list-style-type: none"> <li>Robust financial resources</li> <li>Ensure the procurement budget meets needs.</li> <li>Regular financial review</li> <li>Advanced (up-to-date) procurement softwares</li> </ul>
				<b>8. External Key Partners</b> <ul style="list-style-type: none"> <li>Who are your key partners?</li> </ul> <p>Example:</p> <ul style="list-style-type: none"> <li>Suppliers</li> <li>Logistics partners</li> <li>Technology vendors</li> <li>Regulatory bodies</li> <li>Industry associations</li> <li>Consultants</li> </ul>	<b>9. Procurement Cost Drivers</b> <ul style="list-style-type: none"> <li>In procurement seen as a cost driver (focus on cost efficiency) or a value driver (focus on value creation)?</li> <li>What are the most significant costs inherent to our procurement value proposition?</li> <li>Which partners or processes are the most expensive?</li> </ul> <p>Example:</p> <ul style="list-style-type: none"> <li>Supplier Contracts: <ul style="list-style-type: none"> <li>Ensuring contracts provide value for money.</li> <li>Regularly reviewing and renegotiating contracts to ensure cost-effectiveness.</li> </ul> </li> <li>Software and Technology Costs: <ul style="list-style-type: none"> <li>Investing in high-quality procurement software.</li> <li>Regularly updating and maintaining software.</li> </ul> </li> <li>Logistics and Transportation Fees: <ul style="list-style-type: none"> <li>Managing and optimizing transportation and logistics costs.</li> <li>Negotiating favorable rates with logistics partners.</li> </ul> </li> <li>Procurement Team Salaries: <ul style="list-style-type: none"> <li>Budgeting for competitive salaries to attract and retain top talent.</li> <li>Ensuring salaries are aligned with market standards.</li> </ul> </li> </ul>



# Procurement Team Internal Stakeholder Management Model Canvas - EXAMPLE

## 1. Procurement Customer Segments



- Who are we creating value for?
- Who are our most important internal stakeholders?

Examples:

- Finance department
- Executive leadership
- Operations and Production department
- Marketing department
- Sales department
- Legal department

## 2. Procurement Value Proposition



- What value are we delivering to our internal stakeholders?
- What problems are we helping to solve?
- What sets of products and services are we offering?

Examples:

Our procurement team creates value through delivering cost-effective, high-quality supplies and services, aligned with environmental practices and broader organizational goals.

The procurement team brings value to various internal stakeholders:

- **Finance department:** Cost savings and budget predictability
- **Executive leadership:** Strategic insights, risk mitigation and alignment with organizational goals
- **Operations and Production department:** Quality material and supply chain efficiency
- **Marketing department:** Access to quality vendors and innovation
- **Sales department:** Reliable product availability and competitive pricing
- **Legal department:** Robust contract management and ethical and sustainable sourcing

## 3. Procurement Operating Model



- What are the key characteristics of our procurement operating model?
- How do we collaborate with other departments?

Examples:

“An agile approach to procurement processes, with collaborative relationships with internal stakeholders across departments and efficient use of technological tools and softwares.”

Collaboration with other departments is achieved through regular cross-functional meetings, status updates, and shared reports to ensure alignment on needs, address issues, and integrate feedback.

## 4. Stakeholder Relationships



- What type of relationship does each of our customer segments expect from procurement?

Examples:

- **Finance Team:** Analytical approach and transparent communication
- **Executive Leadership:** Proactive strategic guidance + on-demand problem-solving
- **Operations and Production Team:** Timely, solution focused, proactive approach
- **Marketing Team:** Responsive and Supportive approach
- **Sales Team:** Insight-driven and Creative approach
- **Legal Team:** Compliant and Collaborative approach

## 6. Key Activities

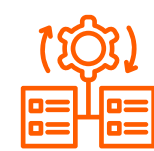


- What key activities do our value drivers and value propositions require?

Examples:

- Developing and maintaining strong supplier relationships
- Drafting and managing procurement contracts
- Conducting negotiations and closing deals
- Identifying and evaluating suppliers for optimal value
- Assessing and mitigating supply chain risks
- Implementing quality control measures for compliance
- Incorporating sustainability criteria into procurement processes
- Investing in and utilizing procurement software
- Collaborating with internal stakeholders on procurement needs
- Conducting research to identify trends and opportunities

## 7. Key Resources & Competencies



- Which physical, human (competencies), and financial resources does our value proposition require?

- What are the most critical skills and knowledge areas needed in procurement?

Example:

**Skilled procurement professionals in 4 key procurement competencies:**

1. Empathic Negotiation Design
2. Analytical Strategic Thinking
3. Soft Skills
4. Sustainable Procurement

**Leadership availability and support**

**Robust financial resources**

- Ensure the procurement budget meets needs
- Regular financial reviews

Advanced (up-to-date) procurement softwares

## 8. External Key Partners



- Who are your key partners?

Example:

- Suppliers
- Logistics partners
- Technology vendors
- Regulatory bodies
- Industry associations
- Consultants

## 5. Procurement Value Drivers

- What value that we bring does the business appreciate the most?
- What are we doing to set our organization apart from competitors?

Example:

- **Cost Savings:**
  - Continuously seeking out and implementing cost reduction strategies
  - Leveraging bulk purchasing and long-term contracts to secure lower prices

- **Reliable Supply Chain:**
  - Establishing strong relationships with multiple suppliers
  - Implementing robust supply chain management practices

- **Compliance with Regulations:**
  - Staying updated on relevant laws and regulations
  - Ensuring all procurement activities are fully compliant

- **High-Quality Supplies:**
  - Conducting regular quality checks
  - Setting high standards and expectations for suppliers

## 9. Procurement Cost Drivers



- Is procurement seen as a cost driver (focus on cost efficiency) or a value driver (focus on value creation)?
- What are the most significant costs inherent to our procurement value proposition?
- Which partners or processes are the most expensive?

Example:

- **Supplier Contracts:**
  - Ensuring contracts provide value for money
  - Regularly reviewing and renegotiating contracts to ensure cost-effectiveness

- **Software and Technology Costs:**
  - Investing in high-quality procurement software
  - Regularly updating and maintaining software

- **Logistics and Transportation Fees:**
  - Managing and optimizing transportation and logistics costs
  - Negotiating favorable rates with logistics partners

- **Procurement Team Salaries:**
  - Budgeting for competitive salaries to attract and retain top talent
  - Ensuring salaries are aligned with market standards

STRATEGY

EXECUTION

# Fill out this order

## 1. Procurement Customer Segments



- Who are we creating value for?
- Who are our most important internal stakeholders?

## 2. Procurement Value Proposition

- What value are we delivering to our internal stakeholders?
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## 3. Procurement Operating Model



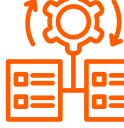
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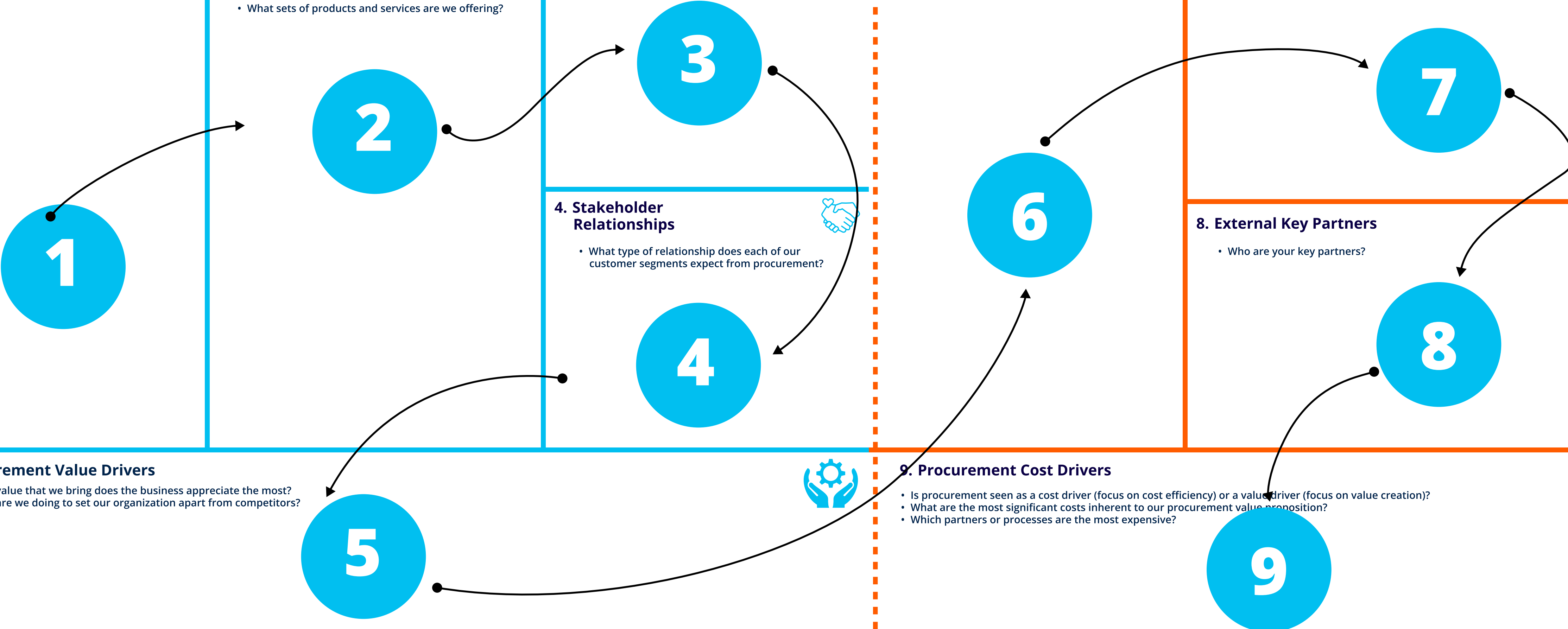
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EXECUTION

# Procurement Team Internal Stakeholder Management Model Canvas

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