



Enhancing Procurement Category Management for Effective Cost-Saving Initiatives

Unlocking Value Through Strategic Category Optimisation

Nicole Simon | 28th May 2025 | Domain Group



Category Management...

A unique perspective?

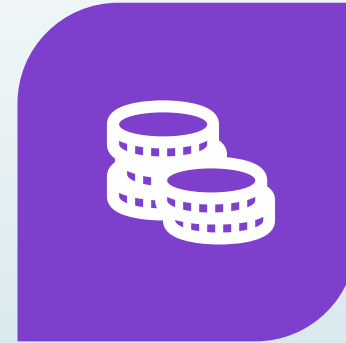
What do we already know?



DEFINITION OF
CATEGORY
MANAGEMENT



STRATEGIC VS TACTICAL
PROCUREMENT



LINK TO BUSINESS VALUE
AND SUSTAINABLE COST
SAVINGS

What's evolving?



WORLD ECONOMIC
CLIMATE AND PRESSURES



TECHNOLOGY AND AI



EXPECTATIONS ON SPEED
TO MARKET

The Cost-Saving Opportunity

- Current challenges in procurement cost control
- Gaps in traditional category management
- Risk mitigation, and reduction in urgent, stop-gap purchasing



The gist?

People

Process

Platforms



People

Right team, in the right roles

Training

Updated market info

Co-create business value
with stakeholders



Processes

Centralised or uniform approach

Use Levers beyond price

Building internal cost models

Treat Category Strategies as living documents

Opportunity cost of inaction

Link Category Strategies to Social Procurement goals



Platforms

Standardised reporting – TCO,
hard savings, cost avoidance

Predictive analytics

Tail spend analytics

GenAI templates

Integrating Feedback Loops with Business Units

- ▶ Continuous engagement with stakeholders
- ▶ Feedback mechanisms to validate priorities and refine strategies
- ▶ Tools for collaboration (e.g., surveys, governance councils)
- ▶ Governance structures embedded

