

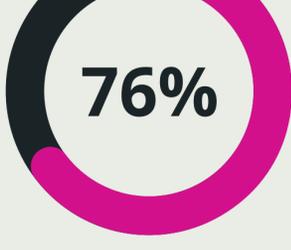
ISM 2025 STRATEGIC SOURCING RESEARCH

The Institute for Supply Management® conducted research between March 25 through April 22, 2025. The study focused on establishing a baseline understanding of how strategic sourcing practices are being adopted by procurement organizations.

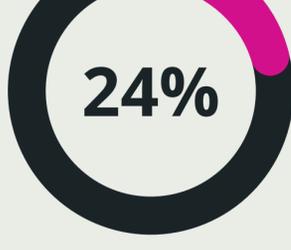
ORGANIZATIONS WITH A STRATEGIC SOURCING INITIATIVE



A STRONG MAJORITY OF RESPONDENTS HAVE A STRATEGIC SOURCING INITIATIVE WITHIN THEIR ORGANIZATION.



YES



NO

TOP 3 ELEMENTS FOR SOURCING TEAMS



1

BUSINESS PARTNER ALIGNMENT AND ENGAGEMENT

2

RELEVANT FINANCIAL IMPACT

3

JOINT STRATEGIC PLANNING

TOP 3 RESILIENCY PLAN PRIORITIES



1

RISK ANALYSIS/MANAGEMENT

2

COMPLIANCE

3

BUSINESS CONTINUITY PLANNING

LEVEL OF SPEND DATA VISIBILITY



MOST RESPONDENTS HAVE A DIGITAL TRANSFORMATION STRATEGY AND GOOD SPEND VISIBILITY.

21%

EXCELLENT

38%

GOOD

29%

AVERAGE

11%

POOR

2%

NONEXISTENT

STRATEGIC SOURCING PROCESSES



RESPONDENTS' STRATEGIC SOURCING PROCESSES CONSIST OF:

85%

SUPPLIER SELECTION

84%

CONTRACT NEGOTIATION AND MANAGEMENT

75%

SOURCING STRATEGY

72%

SUPPLIER PERFORMANCE (CONTINUOUS IMPROVEMENT)

71%

REQUIREMENTS AND SPECIFICATION GATHERING

32%

PRODUCT LIFECYCLE MANAGEMENT

What's Next?

For more information and resources, visit

ismworld.org

