

Success Factors for Enterprises Implementing a Unified Platform for Direct Sourcing

What are the critical determinants for driving success in managing direct sourcing?

The most important factors include:

1.



Defining Clear Objectives

Identify desired outcomes and benefits, including cost savings, improved supplier relationships and increased supply chain visibility.

2.



Engaging Stakeholders

Engage relevant stakeholders in the sourcing solution, including procurement, supply chain, finance and IT.

3.



Conducting a Thorough Supplier Evaluation

Assess a potential supplier's capabilities, quality controls, financial stability and compliance with relevant regulations.

4.



Establishing Clear Processes and Procedures

Set processes, including supplier onboarding, contract negotiation and supplier performance management.

5.



Measuring and Tracking Performance

Use established objectives and metrics to measure and track performance to identify areas of improvement and ensure ongoing action plans are on track with suppliers.

[LEARN MORE >>](#)