Some companies are getting left behind

Given organizations' heavy reliance on outsourced manufacturing, it's surprising that so much collaboration is still manual.

More than 50% of the execs in our survey outsource at least 1/4 of their manufacturing.

1 in 3 still use phone, email and spreadsheets as their main means of collaborating with external partners on key supply chain processes.

48% use legacy technology like EDI or on-premise supplier portals.

Collaboration is key

Organizations have poor visibility into their direct spend suppliers.

57% of executives have poor visibility into inventory levels managed by direct spend suppliers.

45% have poor visibility into their tier 2 or tier 3 direct spend suppliers.

This leads to significant performance issues.

Around 1 in 2 executives report late deliveries, poor quality of finished goods and WIP, and product shortages.

Only 26% are highly effective in working with suppliers to remediate potential shortages or overages.

Where are you on the road to ready?

To find out where leaders outperform others and where they must improve, read our new research report.

Your supply chain is the lifeblood of your business. We delved deeper into how organizations manage direct spend and critical supplier relationships, the challenges they are facing, and where they need to improve. In collaboration with Oxford Economics, we surveyed 468 executives who are responsible for direct spend. Here's what we found.