



CASE STUDY

Examining the Dynamics and Challenges in Procurement Across Industries



● OBJECTIVE AND SCOPE

The client, a consulting firm, was looking into the supply chain dynamics of US-based firms. It wanted to understand the procurement challenges faced by businesses and sought Benori's support to:

- Assess the investment strategies of key industries in IT, focusing on software and hardware sectors
- Analyze current trends in procurement, new product development, and digital IT solutions
- Explore the challenges executives face in building resilient supply chains and integrating digital IT solutions into procurement and supply chain operations





● APPROACH

Our approach involved identifying and selecting several global technology leaders from firms based in the United States with substantial revenue and geographic reach worldwide. Following the initial selection, participants were surveyed along key parameters such as procurement strategies, adoption of digital tools, supply chain resilience, vendor management practices, and cost optimization measures. The responses were then further curated to ensure relevance and data integrity.



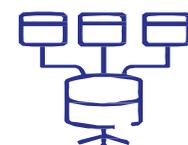
● METHODOLOGY



Secondary
Research



Primary
Research



Data
Modeling



● IMPACT

The research helped the client in:

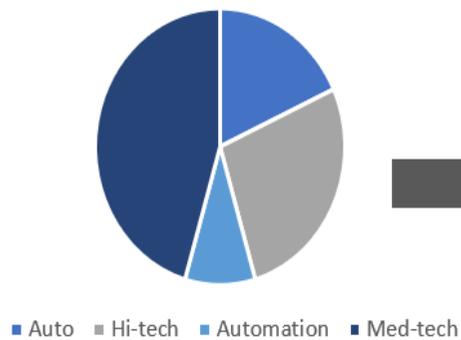
- Gaining valuable insights into building resilient supply chains customized to the specific needs of each industry
- Highlighting key areas for supply chain improvements across various sectors and guiding informed decision-making





• SAMPLE OUTPUT

Industries Served and Leadership Specializations



Primary Areas	
Operations	XX
Supply Chain	XX
Procurement	XX
Demand Planning & Forecasting	XX
Inventory Management	XX

Digital Solutions or Tools for Procurement

JAGGAER

coupa

SAP

ivalua

LoRa Edge



**FOLLOW US
FOR MORE INSIGHTS!**



info@benoriknowledge.com



www.benori.com

BENORI