



# The Procurement Maturity Snapshot 2.0

A fast diagnostic for CEOs, CFOs, COOs — and CPOs who want to raise the bar.

### Context

Most executive teams don't have a shared view of their organisation's procurement capability. Functions see different parts of the picture. Leaders often disagree on where procurement stands — and what "good" looks like.

Without a clear baseline, it's difficult to:

- prioritise improvement efforts
- align expectations
- focus investment
- build a credible roadmap

The Procurement Maturity Snapshot 2.0 gives you a simple, shared language to understand where you are today — and what the next level looks like.

### Diagnostic Questions

Use these to identify your current level:

1. How aligned is procurement with business priorities and strategy?
2. How consistent is your operating rhythm and governance?
3. How robust are your category and supplier management practices?
4. How predictable and broad is your value delivery?
5. How strong is your capability, leadership, and talent pipeline?
6. How reliable and insightful are your systems, data, and analytics?

## The Four Levels of Procurement Maturity

<b>LEVEL 1</b> <b>EMERGING</b> <i>Reactive, inconsistent, dependent on individuals.</i>	<b>LEVEL 2</b> <b>DEVELOPING</b> <i>Foundational processes exist, but execution varies.</i>	<b>LEVEL 3</b> <b>ESTABLISHED</b> <i>Consistent, aligned, and well-governed procurement performance.</i>	<b>LEVEL 4</b> <b>LEADING</b> <i>Procurement is a proactive business partner driving enterprise-level value.</i>
<ul style="list-style-type: none"> <li>• No standard processes</li> <li>• Limited data or visibility</li> <li>• Supplier decisions made in isolation</li> </ul>	<ul style="list-style-type: none"> <li>• Basic policies and templates</li> <li>• Some category structure</li> <li>• Inconsistent cross-functional alignment</li> </ul>	<ul style="list-style-type: none"> <li>• Standardised processes</li> <li>• Clear roles and governance</li> <li>• Reliable value delivery</li> </ul>	<ul style="list-style-type: none"> <li>• Strategic category &amp; supplier strategies</li> <li>• Predictive insight and proactive risk management</li> <li>• Procurement shapes business strategy</li> </ul>



## The Six Dimensions

**1**  
Strategy & Alignment

**2**  
Operating Rhythm &  
Governance

**3**  
Category & Supplier  
Management

**4**  
Value Delivery & Performance

**5**  
Capability & Leadership

**6**  
Systems, Data & Insight

## How to Use This Snapshot

- 01** Review the four maturity levels with your leadership team
- 02** Work through the six diagnostic questions honestly
- 03** Identify your current level across each dimension
- 04** Prioritise the gaps between today and the next level up

*A deeper, no-obligation Procurement Maturity Diagnostic is also available. Book a 25-minute clarity call to discuss your results and explore next steps.*

[cal.com/triplea](https://cal.com/triplea) · [wes@triplea-strategy.com](mailto:wes@triplea-strategy.com) · [triplea-strategy.com](https://triplea-strategy.com)