



the commonwealth at around \$80billion. However, when this figure is analysed further, the payments to suppliers falls to around \$25billion. The commonwealth data also includes over \$200billion in "subsidies, benefits and grants". Clearly, a large slice of these funds will find their way into procurement by the health sector and higher education.

In summary, official figures are not definitive in determining government procurement spend, and clearly there are even more challenges in gauging the level of private sector spending.

But before anyone criticises anyone else, have a look at your own organisation and its approach to understanding and measuring its procurement spend.

Over the coming months we are going to conduct a survey of public and private businesses in an effort to gain a better idea of two issues:

1. The scope of procurement – how it is defined in an organisation.
2. The total procurement spend (as a percentage of total expenditure).

We will distribute the survey through a number of networks, including this magazine. It will be anonymous to an organisation although it will ask for identification of your sector: business, government or not-for-profit. If you do not receive a copy of the questionnaire and would like to participate in this survey, please contact Guy Callender at Curtin University of Technology by email on guy.callender@cbs.curtin.edu.au.

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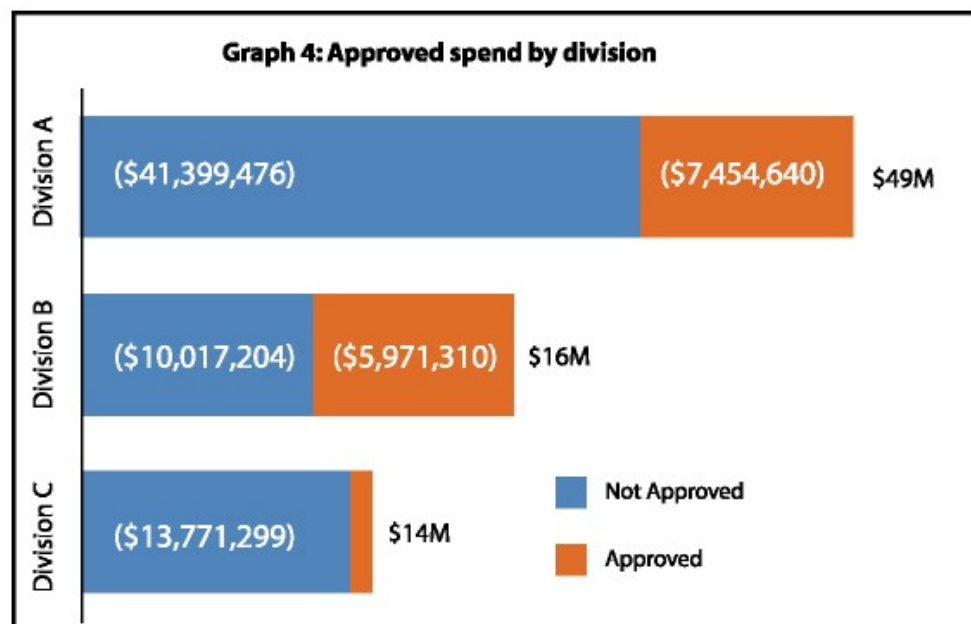
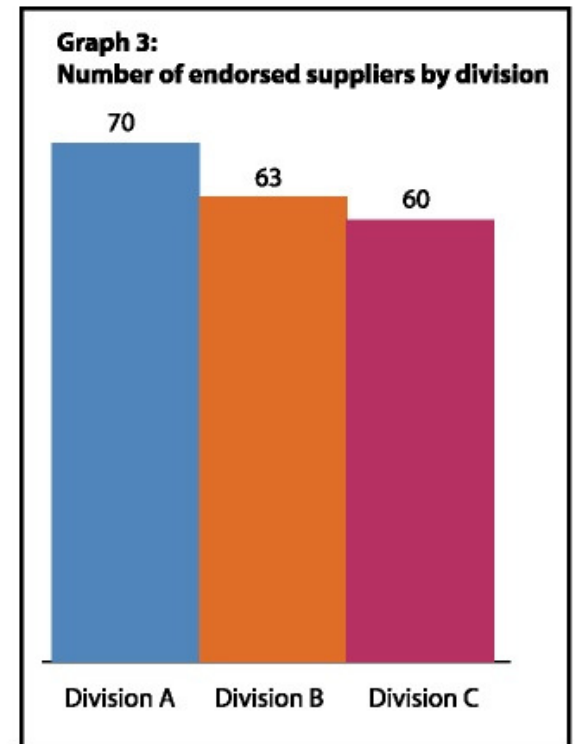
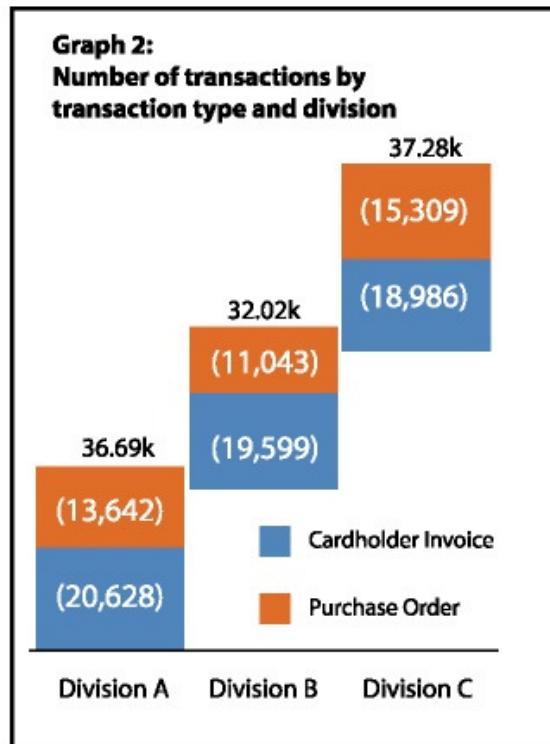
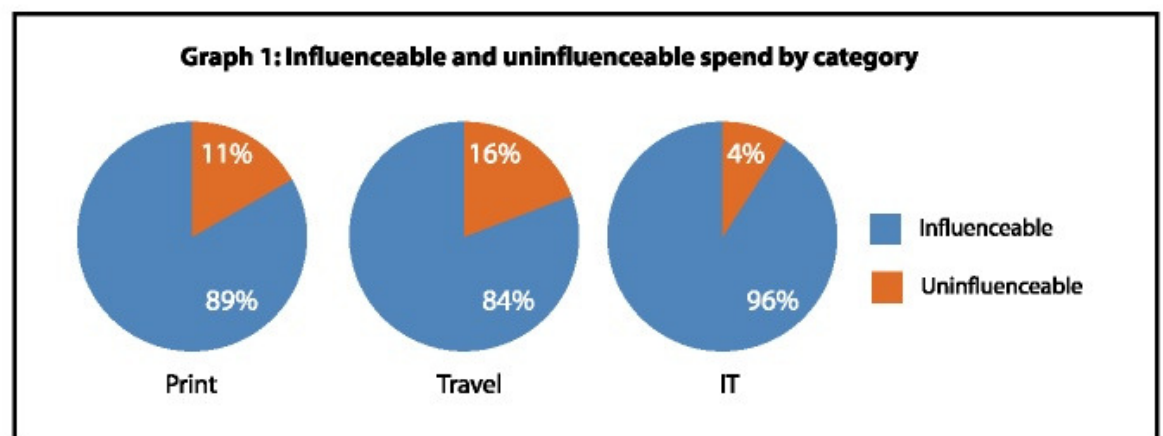
Category Management Dashboard

Managing internal processes

Procurement professionals need to influence internal procurement processes in order to maximise value for money for their organisations.

An essential step is to establish dashboards based on spend analysis of own financial management system data. Leading practitioners develop a range of metrics to assist in managing own processes and to use as reporting to internal stakeholders.

Below we feature four basic metrics for possible inclusion in an internal procurement process dashboard.



For further information on category management dashboards, contact pi@pibenchmark.com.au