



From Contract to Clout:

How Organizational Savvy Drives Procurement Success

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Agenda

- Why Organizations Savvy Matters
- Strategic Shift
- Power Mapping
- Trust Building
- Influence Communication
- Procurement Brand
- Savvy Leadership
- Tools & Behaviors
- Examples
- Building Savvy
- Payoff



Introduction



Procurement excellence goes
beyond contracts.
Organizational savvy drives
influence, alignment, and
impact.

What is Organizational Savvy?

Why Organizational Savvy Matters

Navigate complexity, build trust,
accelerate outcomes.



The Shift from Tactical to Strategic Procurement

From compliance to strategic enablement—savvy bridges the gap.

- Transition from Technical Excellence to Organizational Influence
- Understanding the Gap
- Navigating Formal and Informal Power Structures
- Building Cross-Functional Trust
- Speak the language of the business
- Using Influence to Accelerate Adoption
- Moving Procurement From the Back Office to Strategic Leadership

Technical skills get us to the table—but organizational savvy keeps us there

Understanding the Power Map



Formal vs. Informal Power

- Formal power is what is on the org chart – who approves contracts, budgets, etc....
- Informal Power is the REAL culture – experience, relationships, credibility and organizational knowledge

Who needs to listen not just who they report to!

Understanding the Power Map

Decision-Makers vs. Influencers vs. Hidden Stakeholders

- **Decision-makers** formally approve — but they may rely heavily on others' opinions before doing so.
- **Influencers** shape how decisions are made. (SMEs, Dept. Heads, etc..)
- **Hidden** stakeholders are the people who feel the impact of your decision but aren't listed anywhere in the formal process.



Organizational savvy is knowing that getting approval is not the same as getting adoption

Building Cross-Functional Trust

Transparency

Early engagement

Empathy for stakeholders.



Communicating for Influence



- Tailored messaging
- Data storytelling
- Difficult conversations.

Strengthening Procurement's Internal Brand

- **Shift perceptions**
 - Shifting perceptions begins with showing the business that procurement is not a barrier—it's an accelerator
- **Celebrate wins**
 - Procurement often creates major wins that stay invisible because they happen behind the scenes. Shining a light on wins is not for credit but to show impact!!
- **Engage leadership**
 - Leadership engagement is the tipping point for strengthening procurement's brand.



Driving Change Through Savvy Leadership

Champion change without authority using relationship capital.





Practical Tools & Behaviors

- Organizational savvy starts with alignment — making sure goals, expectations, and priorities are shared across functions.
- In procurement, the most effective influence strategies are those rooted in empathy and relevance: speaking the language of your stakeholder, not just the language of procurement.
- A few rituals strengthen procurement’s internal brand
 - **Proactive communication** — update stakeholders before they ask.
 - **Early engagement** — join conversations before decisions are made, not after.
 - **Consistent follow-through** — reliability builds influence faster than any formal authority.
 - **Touchpoints** with cross-functional partners — the more connected you are, the less resistance you face.
 - **Practicing curiosity** — asking one more question often reveals the real constraint, concern, or opportunity.”

What Does Savvv in Action Look Like?



ORGANIZATIONAL SELF-AWARENESS IN PROCUREMENT

Knowing ourselves as an organization to create greater value for others

WE ASK OURSELVES



Why do we exist?

Are we clear on our purpose and the value we create?



How are we performing?

Do our results reflect our potential?



How do we make decisions?

Are we fair, ethical and accountable?



How do we grow and adapt?

Are we future-ready and open to change?

WE LOOK INWARD TO MOVE VALUE FORWARD



PURPOSE & IMPACT



PEOPLE & CAPABILITIES



PROCESSES & PERFORMANCE



INTEGRITY & GOVERNANCE



CULTURE & MINDSET

SO WE CAN DELIVER



STRONGER PARTNERSHIPS

Built on trust, collaboration and shared success



BETTER BUSINESS OUTCOMES

Lower risk, higher value, greater impact



ENGAGED STAKEHOLDERS

We understand needs, communicate clearly and deliver consistently



SUSTAINABLE VALUE

For our organization, our communities and the world

SELF-AWARENESS IS OUR COMPETITIVE ADVANTAGE



We see our realities with honesty



We embrace our strengths and gaps



We align on what matters most



We commit to continuous improvement



We lead procurement with confidence and clarity

When we know ourselves, we can better serve our stakeholders and drive meaningful, lasting value.

THE PAYOFF IN ORGANIZATIONAL SAVVY IN PROCUREMENT

Understand the organization. Build influence. Deliver exceptional value.

ORGANIZATIONAL SAVVY IN PROCUREMENT

- **Understand the Organization**
Know our goals, challenges, priorities and culture
- **Build Strong Relationships**
Build trust and credibility across the business
- **Navigate & Influence**
Navigate complexity and influence decisions
- **Align & Partner**
Align solutions to what matters most
- **Communicate with Impact**
Communicate clearly and tailor the message



THE PAYOFF

- **DELIVER GREATER VALUE**
Solutions that drive measurable business impact
- **EARN TRUST & CREDIBILITY**
Recognized as a strategic partner the business relies on
- **GROW YOUR IMPACT**
Expanded opportunities and visible contributions
- **STRONGER ORGANIZATION**
Better alignment, agility and performance across teams
- **SUSTAINABLE ADVANTAGE**
Long-term value for the organization and its stakeholders



ORGANIZATIONAL SAVVY ISN'T JUST GOOD POLITICS.
IT'S GOOD BUSINESS.



Right insight. Right relationships.
Right impact. **That's the payoff.**



When procurement understands the organization, the organization wins. **That's the power of organizational savvy.**

FROM CONTRACTS TO CLOUT

ELEVATING PROCUREMENT FROM TRANSACTIONAL EXECUTION
TO STRATEGIC INFLUENCE AND BUSINESS IMPACT

FROM CONTRACTS

Focused on process,
compliance and cost

-  Transactional Focus
-  Policy & Compliance
-  Cost Savings
-  Supplier Management
-  Reactive Execution

The Evolution of Procurement's Role

From order taker to value maker.
From back office to boardroom.
From contracts to **clout**.

MINDSET. RELATIONSHIPS.
INSIGHT. INFLUENCE.
IMPACT.

TO CLOUT

Focused on influence,
value and growth

-  Strategic Partner
-  Insight & Foresight
-  Value Creation
-  Trusted Advisor
-  Business Impact



Broader Perspective
Understand the
whole business



Stronger Relationships
Build trust and
cross-functional
partnerships



Smarter Influence
Bring insights that
shape decisions



Elevated Voice
Earn a seat at
the table



Lasting Impact
Drive results that
accelerate growth

PROCUREMENT'S POWER ISN'T JUST IN WHAT WE BUY. **IT'S IN HOW WE INFLUENCE WHAT HAPPENS NEXT.**



Thank You

Questions?

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