



Measuring What Matters: Evaluating the Impact of Procurement Performance Improvements

Presenter

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Summary:

Public procurement teams are increasingly investing in process improvements, from streamlining solicitations to expanding vendor participation, but often struggle to clearly measure whether those changes are delivering meaningful results. Without a structured approach to evaluating a new innovative approach, it can be difficult to demonstrate impact, refine strategies, or sustain progress over time. This session focuses on how procurement leaders can evaluate the impact of performance improvement efforts using data, metrics, and practical evaluation frameworks. Participants will learn how to define success, select the right indicators, and assess whether changes are leading to measurable improvements in efficiency, competition, equity, and compliance. Through applied examples and interactive discussion, participants will explore how to move beyond tracking activity to measuring outcomes and impact, enabling more informed decision-making and continuous improvement.