



# Procurement Pathfinder 2025

Procurement practitioner's playbook for navigating  
the key threats and opportunities in 2025

Now in its third year, Procurement Pathfinder equips leaders with insights into the top trends that will define the procurement and sourcing landscape in the coming year.

By understanding these trends, you can proactively position your team and organisation for success in an increasingly complex and dynamic business environment.

In 2025, we predict procurement will be defined by **six key trends**.

- 1. AI adaptation & skills mismatch**
- 2. Procurement's human touch**
- 3. Balancing sustainability with profit**
- 4. Shift from cost-cutting to value creation**
- 5. Geopolitical instability & supply chain resilience**
- 6. Customer Experience (CX) is king**

## AI adaptation & skills mismatch

While AI adoption in procurement is growing rapidly, the focus is shifting to **AI adaptation**, requiring a more strategic approach to implementation and effective management.

*“59% of procurement leaders believe that having up-to-date technology will have a significant impact on procurement performance.”<sup>1</sup>*

This shift is causing a **skills mismatch**, as procurement professionals struggle to keep pace with the rapid evolution of AI technology and its integration into procurement processes.

The task for procurement leaders is two-fold.

1. Identify use cases for AI and automation
2. Manage adoption of AI and automation

### Future predictions for AI in Sourcing and Procurement<sup>2</sup>

- By 2026, virtual assistants and chatbots will be used by 20% of businesses to handle internal and vendor interactions
- Half of businesses by 2027 will support supplier contract negotiations using AI-enabled contract risk analysis and redlining tools
- By 2029, 80% of human decisions will be augmented by GenAI

<sup>1</sup> Gartner, Top Technology Trends in Procurement

<sup>2</sup> Gartner, Key Strategies for Sourcing and Procurement Success

## Use cases for AI and Automation

The first task is tech-led: to identify realistic use cases for AI solutions that can't be addressed by other means, and to establish clear milestones for achieving a positive return on investment (ROI).

Research by Everest Group<sup>1</sup> shows automation adoption rates across major sourcing activities. The results show that **organisations are using AI-driven sourcing tools in low-risk scenarios** to gauge potential impact and efficacy of these tools, see side bar.

Notably, process orchestration is not included in these results even though the technology is showing rapid market growth. It's projected to grow at a compound annual growth rate (CAGR) of over 16% and reach \$25.81 billion by 2031<sup>2</sup>

## Automation adoption across major sourcing activities<sup>3</sup>

Percentage of respondents



Sourcing professionals increasingly prioritise automating complex tasks like RFx preparation and event administration, minimising risks associated with these processes.

Organisations are adopting AI-driven sourcing tools to automate supplier proposal evaluations and manage tactical and tail-spend negotiations, reducing time demands and improving efficiency.

Adoption of supplier identification and qualification remains low, as organisations primarily rely on incumbent suppliers. Automation could expand the supplier pool, increasing organisational value.

Automation adoption is lowest in project requirement scoping, likely because generative AI, often used for this task, is still under evaluation by many organisations.

<sup>1</sup> Everest Group, AI-Powered Sourcing Automation Market Report

<sup>2</sup> Verified Market Research, Process Orchestration Market Valuation – 2024-2031

<sup>3</sup> Everest Group's Autonomous Sourcing Quick Poll - AI-Powered Sourcing Automation Market Report

## Accessible Autonomous Sourcing to Revolutionise Procurement

Market Dojo's on-demand solutions enhance efficiency through features such as automated supplier/lot selection and AI-powered questionnaires



[Learn more about Market Dojo's autonomous sourcing capabilities](#)



For further insights into the AI and automation technology landscape

[Download AI-Powered Sourcing Automation Market Report by Everest Group](#)



## Adoption of AI and automation


The second task is people-led: to only invest in AI if you can afford not only the purchase price but also the initial training, data capture and cleaning, supervision and maintenance.

***“Sourcing and procurement leaders must assess the availability of talent to interface with GenAI technology.”***

***“In just the last 12 months, sourcing and procurement leaders cite a 69% increase in the importance of data and technology competencies (e.g. dexterity, information navigation, data insight), putting in focus the capacity of GenAI to generate new job descriptions, new competency models and training programs.”<sup>1</sup>***

Here are some specific areas to address

- Define your strategy and set clear objectives for the integration of AI and automation tools
- Encourage safe AI experimentation and provide comprehensive training on data security and responsible AI usage
- Develop clear AI strategies that align with procurement and data privacy goals
- Address job displacement fears with transparency and support for employees
- Invest in upskilling programmes that focus on both technical AI skills and essential human skills like critical thinking and creativity
- Engage with trusted tech partner to help you take the next steps.



**Shape the Future of Procurement AI:**  
80% of Market Dojo's product roadmap is driven by customer innovation projects. To join our **Customer Advisory Board** speak with your account manager, success manager or our **support team**

<sup>1</sup> Gartner, Key Strategies for Sourcing and Procurement Success



## Unlock the Future of Procurement with Autonomous Sourcing

Ben Harvey, Senior Product Manager at Market Dojo, unveils the power of Autonomous Sourcing to automate and streamline your sourcing processes



[Watch on-demand](#)



## Procurement's human touch

As AI automates routine tasks and streamlines operations, the **human side of procurement** will grow increasingly important. Procurement leaders must ensure that teams use the time saved to focus on areas that demand uniquely human skills and emotional intelligence.

While AI can facilitate tasks and provide valuable data, people remain crucial for successful strategic thinking, supplier negotiations, and relationship building.

Strategies to consider include

- Improve negotiation and supplier relationship management (SRM) skills through training and development programmes focused on soft skills
- Share insights and best practices from experienced procurement practitioners to guide teams in effective communication and relationship building
- Emphasise the value of human connections in procurement and create an environment that fosters collaboration and strong partnerships, both internally and with suppliers
- Prioritise training of supplier discovery, automated supplier onboarding, and supplier relationship management (SRM) to ensure the right suppliers are identified, and the right relationships developed, to maximise value creation



## Navigating a multi-generational workforce

Another emerging people-related trend is navigating a **multi-generational workforce**.

Like many professions, procurement has experienced a **shift in the workforce demographic**<sup>1</sup> with multiple generations, from Baby Boomers to Gen Z, contributing their unique skills and perspectives. This generational diversity presents both opportunities and challenges for procurement leaders.

Financial instability and changing work preferences are leading to an aging workforce, with **many experienced professionals choosing to remain in professional roles beyond traditional retirement age**<sup>2</sup>.

Older workers necessitate strategies for knowledge transfer, mentorship, and continuous learning to upskill in new technologies. Leaders must also prepare for the inevitable exit of this experience from the workforce.

On the flip-side, younger generations are often hesitant to enter the procurement field, perceiving it as traditional and less dynamic compared to sectors like technology.

This creates a challenge for procurement leaders who must find ways to rebrand procurement as a forward-thinking, technology-driven, and purpose-driven career path to attract young talent to fill the inevitable skills gap.

eSourcing software, like Market Dojo, empowers the new generation of digital natives with advanced tools, providing actionable insights and decision-ready data. It also centralises critical organisational data and, importantly, preserves the valuable 'tribal knowledge' contributed by seasoned team members, ensuring a seamless transfer of expertise.

Equip your team with  
**Market Dojo Sourcing**  
to manage data, minimise costs,  
and mitigate risk while delivering  
real value



Sourcing

<sup>1</sup> Hackett Group, Procurement 2025: Equipping a Multigenerational Workforce  
With the Skills for Success in a Digital Environment

<sup>2</sup> Centre for Ageing Better

# The Impact of Professional Qualifications<sup>1</sup>

The demand for procurement qualifications, particularly the Chartered Institute of Procurement & Supply (CIPS) accreditation, has been on the rise globally. Here are some key statistics and insights:

## Employer preference for MCIPS

- 64% of UK professionals think technical skills will become more important over the next decade.
- Over 54% of employers globally prefer candidates with MCIPS or those studying towards it.
- Professionals with MCIPS designation in the UK earn, on average, 20.5% more than their non-MCIPS counterparts. The salary uplift of MCIPS is most marked among South Africa respondents. There, professionals with MCIPS earn on average more than a third more than those without it.

## Perceived value of procurement qualifications

- Approximately 64% of procurement professionals in the UK anticipate that MCIPS and similar qualifications will become more valued by organisations in the next decade.
- This growing demand correlates with the increasing recognition of procurement as a strategic business function, with 65% of respondents noting an improvement in how procurement is perceived within their organisations over the past year.

## Increased hiring requirements

- The competitive job market and talent crunch have intensified the demand for skilled procurement professionals, with both technical and soft skills highly sought after. Key skills include negotiation, supplier relationship management, and stakeholder communication.
- Employers are also prioritising diversity and inclusivity in procurement hiring practices, emphasising flexible and values-based approaches to recruit a broader talent pool.

## Impact of AI and automation on procurement

- 68% of UK professionals think new skills will be needed as a result of the adoption of AI.
- In the UK, only 32% of procurement and supply professionals believe they are personally ready for how AI will affect their role.
- Only 25% of respondents from the public sector feel professionally prepared for the impact of AI. For charities, this figure stands at just 21%.

<sup>1</sup> CIPS Procurement & Supply Salary Guide 2024



## The New Rules of Supplier Relationships

For more insights into supplier management and performance



[Download Reshape Supplier Relationships eBook](#)

Learn from leading SRM change makers



[Explore playlist on how to Reshape Supplier Relationships](#)



## Balancing sustainability with profit

Driven by a growing awareness of the environmental impact of purchases, consumer demand for sustainable products and services is unquestionably on the rise.

Businesses are under increasing pressure to embrace **sustainability** and incorporate Environmental, Social, and Governance (ESG) criteria into their operations. However, the challenge lies in **balancing ESG goals with profitability**, as sustainable practices often come at a higher cost which can impact profit margins.

Procurement continues to be well-placed to take the lead on championing the importance of genuine sustainability commitment, rather than greenwashing.

### Do consumers care about sustainability?<sup>1</sup>

- 60% of consumers report sustainability as a factor in purchasing decisions
- Over 75% actively seek environmentally friendly products, indicating strong demand
- Companies with sustainability initiatives experience greater customer loyalty and higher market growth
- Barriers to sustainable product adoption include price sensitivity and limited availability
- Businesses addressing these challenges through innovation, transparency, and communication are better positioned for growth

<sup>1</sup> McKinsey and NielsenIQ, Consumers care about sustainability—and back it up with their wallets

## Balancing sustainability with profit

To coordinate efforts with other internal stakeholders, procurement leaders need to highlight best practices and case studies of where they've successfully integrated sustainability into their processes. For example

- Embedding sustainability criteria into supplier selection processes
- Promoting supplier diversity programmes
- Fostering transparency and accountability within supply chains
- Prioritising circular economy principles to reduce waste and environmental impact

Furthermore, procurement teams can work with other departments, such R&D and manufacturing, to devise strategies to effectively implement sustainable procurement tactics while maintaining profitability.

From a legislative perspective, decisions from COP29 and the UN Climate Change Conference will likely introduce new sustainability regulations and requirements.

These ever shifting sands require procurement to be on top of policy changes and the inevitable impact on global supply chains.

The ability to monitor compliance, with tier one suppliers and beyond, is crucial for mitigating risks, ensuring ethical practices, and maintaining resilience in the face of regulatory and market changes.

Market Dojo's solutions help you establish robust processes for transparency and accountability so you can navigate these complexities effectively and build stronger, more sustainable supply chains. Our Supplier Onboarding and Management solutions include ESG compliance templates and AI-assisted learning to bridge skills/knowledge gaps and expedite the process.

Make engagement and collaboration with your suppliers effortless with **Market Dojo Supplier Management**



Supplier  
Management



## Shift from cost-cutting to value creation

Procurement's role is evolving from a cost-centric function to a strategic value creator.

This shift demands a new mindset and approach, where procurement leaders focus on optimising the entire supply chain and driving business growth, to ultimately improve the competitiveness of the company.

For more insights on this topic, visit:

[Beyond Savings: Why It's Time for Procurement to Redefine Value Creation](#)

It's about delivering tangible value at every level:

- from increasing revenue, strengthening supplier relationships, and minimising risk;
- through driving innovation, improving competitiveness, ensuring compliance, and positively impacting our society and planet.

For many, the question is not why but **how to transition from a cost-cutting mentality to a value-driven approach.**



# 10 Procurement Value Creation Principles<sup>1</sup>

By embracing a number of core principles, procurement teams can redefine their role to deliver strategic value within their organisations.

**Strategic decision-making:** Move beyond a cost-focused mindset and use data insights, economics, psychology, and internal relations to drive supply chain design.

**Value definition and alignment:** Understand and define value in a way that connects supplier capabilities to customer needs, creating compelling value propositions.

**Supplier-led innovation:** Consult suppliers for recommendations on quality improvements and cost reductions that can be integrated into existing and new processes.

**Process discipline:** Establish standardised, streamlined and automated processes for example, supplier onboarding, sourcing, and financial/commercial controls to create a competitive advantage.

**Operational efficiencies:** Ensure efficiency throughout supply chain for example, reduce excess or redundant inventory, optimise warehouse space, remove obsolete or faulty equipment, sell unused assets, and leveraging negotiation to secure better terms with suppliers and service providers.

**Technology enablement:** Leverage AI and autonomous procurement—including spend analytics, sourcing and supplier management solutions—to streamline workflows, reduce errors, improve decision-making, and address skills shortages.

**Ethics and social responsibility:** Factor ethical considerations into sourcing decisions, supporting programmes that align with organisational values and meet compliance obligations and ESG/CSR goals.

**Risk management:** Identify and mitigate risks associated with processes, products and services, establishing plans to prevent or recover from supply disruptions or supply shortages.

**Time to market:** Optimise supply chains to increase speed to market for time-sensitive products and services, improving competitiveness and internal/external customer satisfaction.

**Measure value:** Go beyond price negotiations as the sole metric of success. Track metrics related to strategic synergy and adoption; revenue and the bottom line; employee, customer and supplier satisfaction; brand value; reputational risk; and ESG to name but a few.

Underpinning these core principles is the ability to **proactively manage the internal changes** required for Procurement to be viewed as a value creator.



<sup>1</sup> Market Dojo, New Rules of Procurement Engagement, Redefine Value Creation eBook



# The Procurement Value Creation Model

These internal changes fall into one of **Six Key Inputs**

**People:** The skills, knowledge, expertise and diversity of employees and suppliers that drive of innovation and productivity

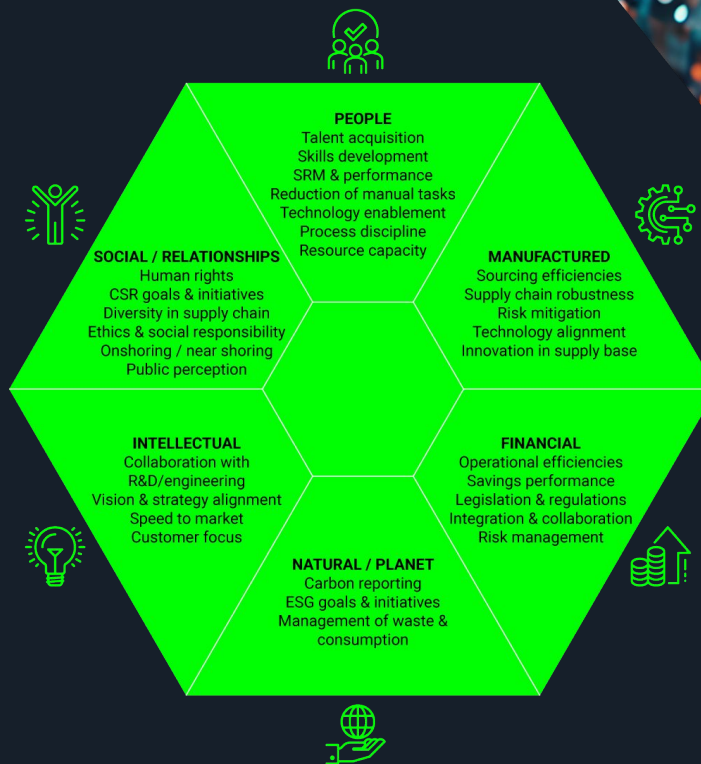
**Financial:** Capital and funding resources that provide the means to invest, grow, and sustain operations

**Manufacturing or Operational:** Physical assets and processes that enable the production of goods and services efficiently

**Natural/Planet:** Environmental resources like energy, water, and raw materials that are vital for sustainable operations

**Intellectual:** Proprietary knowledge, patents, and systems that underpin competitive advantages and innovation

**Social/Relationships:** Strong networks with stakeholders, including customers and communities, that build trust and market presence



## The New Rules of Value Creation

To take a deep dive into the Procurement Value Creation model



**[Download Redefine Value Creation eBook](#)**

Learn why value creation is so important



**[Watch the inspirational video The New Rules of Value Creation](#)**



## Geopolitical instability and supply chain resilience

In an era marked by geopolitical instability, economic fluctuations, and catastrophic natural events, supply chain resilience is paramount.

Overall economic growth in 2025 is expected to be solid despite trade uncertainty.

Goldman Sachs predicts the USA will see good growth, whereas the Euro Area will lag behind due to the anticipated tariffs from Trump's administration.

The impact of US trade tariffs could subtract 0.9% from the Euro Area GDP and 0.7% from China. Global GDP is estimated to lose 0.4% but it could be two to three times larger if the US imposes a 10% across-the-board tariff.<sup>1</sup>

China's sluggish consumer market and struggling property sector<sup>2</sup> has hampered its economy.

This may cause ripple effects across procurement in terms of delays in manufacturing and supply chain disruptions.

Furthermore, 'protectionist measures' from the US to promote domestic production and reduce foreign imports, especially from China, may necessitate a rethink of sourcing strategies.

<sup>1</sup> Goldman Sachs, The global economy is forecast to grow solidly in 2025 despite trade uncertainty

<sup>2</sup> The Guardian, China posts slowest economic growth in 18 months as optimism fades over stimulus

## Geopolitical instability and supply chain resilience

Other events resulting in unpredictability and disruption for procurement.

**Strikes by US dockworkers** at major East and Gulf Coast ports for better wages and stronger protections against automation. Delayed shipments and rising costs weaken supply chains.

**Hurricanes Helene and Milton** caused disruptions in affected areas and further afield. Supply chain bottlenecks, shipping delays in the area (estimated 30% of shipments delayed), and damage to logistics networks all pose significant threats.

A final note on interest rates. Both the **Federal Reserve (Fed)** and **European Central Bank (ECB)** cut interest rates as inflation appears under control. The aim is to stimulate economic growth and stabilise financial markets. This eases the pressure on cashflow signaling an opportunity for strategic investment in cost effective tech, automation and operational efficiencies.

To ensure supply chain resilience amidst geopolitical instability, economic fluctuations, and unpredictable events, it starts with **supply chain design**.

To address the complexities of supply chain design you need to engage with internal stakeholders, align with product and market requirements, and analyse consumer trends. Then, incorporate critical path analysis to identify vulnerabilities and dependencies, paving the way for strategic decisions on nearshoring or reshoring to mitigate geopolitical risks, supplier audits to ensure compliance, and the adaptation of supply chain structures to enhance flexibility and resilience.



# Mitigating supply chain risk

With this design in place, you can move on to specific actions to mitigate risk

- Adapt and plan for longer lead times for goods/services by maintaining strategic reserves of critical materials or components.
- Manage rising cost of materials by seeking alternative suppliers or methods. For instance, ranked auctions can lead to price compression and more supply options. Effortlessly run RFX and e-auctions with Market Dojo's on-demand Sourcing solution.
- Diversify supply sources to mitigate risk in uncertain markets, for example emerging markets such as India, Southeast Asia, or Africa, which may offer competitive pricing and growth potential.
- Gain access to competitive markets through Market Dojo's integrated partner marketplace designed for seamless supplier discovery.
- Build close relationships with key suppliers to negotiate favorable terms, and ensure priority during disruptions. Gain a deeper understanding of supplier risk and opportunities with Market Dojo Supplier Management.
- Invest in nearshoring or reshoring to reduce dependency on international supply chains and mitigate geopolitical risks.
- Work with suppliers to optimise inventory levels, using collaborative demand forecasting to prevent stockouts or overstocking.
- Leverage procurement technology, including AI-driven solutions, to gain better visibility into supply chains and respond to disruptions more effectively.
- Develop comprehensive risk management plans with detailed contingency strategies for various potential disruptions, including natural disasters.
- Stay on top of contracts to negotiate more flexible terms as market conditions evolve, such as adjustments in pricing, delivery schedules, or order volumes.

Centralise and manage your supplier data with Market Dojo solutions:

## Supplier Management



Supplier  
Management

## Contract Management



Contract  
Management



## Customer Experience (CX) is king

Taking a slightly different tack, our final trend switches the focus from procurement teams, to the technology providers serving them.

One of Forbes' five biggest business trends<sup>1</sup> is the growing importance of **Customer Experience (CX) as a key differentiator between competing providers** of goods and services.

In a consumer market, focusing on delivering seamless, personalised, and engaging experiences will attract and retain customers. The same principles can be applied to the B2B sector, including procuretech companies. Customers expect software vendors to compete on more than just features and price; they must understand specific needs and provide tailored solutions.

This approach includes offering excellent customer support, intuitive user interfaces, and ongoing engagement to ensure satisfaction and long-term success.

Furthermore, procurement should treat all stakeholders as customers to maximise frictionless adoption of procuretech and processes, foster strong relationships, and enhance performance.

Amid the challenges of 2025—ranging from geopolitical and sustainability pressures to advancing AI and regulatory shifts—having a collaborative and trusted advisor in your software provider is critical to navigating procurement complexities.

[Learn more about how our Customer Experience team empowers your procurement success](#)



# Empowering procurement success

Here's how Market Dojo adds value throughout your entire procurement experience.

- **On-demand RFx and e-auctions** puts you firmly in control of how many and how frequently you run sourcing events.
- **Intuitive and easy to use interfaces** – ensure high user adoption through intuitive, easy to use tools that require minimal implementation time.
- **Seamless integration between our tools** and an open API, facilitating integration with other ERP systems and other tech partners, for example SpendHQ. Additionally, the platform offers seamless integration with our parent company, Esker, enabling a complete Source-to-Pay (S2P) solution.
- **Transparent pricing and measurable ROI** – our transparent pricing and packages include features you'll actually use. We have 3 tiers to support your procurement journey, visit our pricing page to find a package that suits you.
- **Proactive customer support** – 24/7 support channels (live chat, phone and email support), proactive issue resolution and guidance, and online training resources for users.
- **Exceptional onboarding and training** – our Customer Experience (CX) team will guide you through the entire process, such as setting up templates, access permissions and admin settings. CX also takes care of any group training sessions for key users, superuser training and bespoke training materials.
- **Shared success goals** – CX provide event assistance and strategy, periodic calls to review progress, and any additional training or assistance that may be needed.
- **Robust future-proof product roadmap** – a third of all developments are client led initiatives through our 'Customer Love' initiatives and Customer Advisory Board that provides feedback and ideas from which we actively shape our product roadmap. We publish new releases every 2 weeks to combat the latest market challenges and pride ourselves on being at the cutting edge of procurement technology.





## Summary of key procurement trends in 2025

### 1. AI Adaptation & Skills Mismatch

Start with identifying realistic use cases for AI solutions that can't be addressed by other means, with clear ROI milestones. Only invest if you can afford not only the purchase price but also the initial training, data capture and cleaning, supervision and maintenance required for success.

### 2. Leverage the Human Touch in Procurement

Streamline and automate routine processes to ensure teams focus on human-centred activities that drive value. Leverage multi-generational teams by empowering the new generation of digital natives with advanced tools and centralising critical data to preserve valuable 'tribal knowledge' contributed by seasoned team members, ensuring a seamless transfer of expertise.

### 3. Balancing Sustainability with Profit

Stay ahead of evolving sustainability regulations and the impact on supply chains by ensuring compliance and fostering transparency with suppliers. Embed sustainability into supplier selection, promote diversity, and collaborate across departments to implement sustainable practices without compromising profitability.

### 4. From Cost-Cutting to Value Creation

Shift from cost-cutting to strategic value creation by focusing on optimising supply chains to drive growth and competitiveness. This includes contributing to increased revenue, strengthening supplier relationships, driving innovation, minimising risks, and positively impacting society and the planet.

### 5. Geopolitical Instability & Supply Chain Resilience

Resilience begins with a supply chain design that requires stakeholder engagement, alignment with market needs, and trend analysis. Use this design to identify vulnerabilities and dependencies that will dictate strategic decisions to enhance flexibility and resilience against geopolitical and economic uncertainties.

### 6. Customer Experience is Key

Amid geopolitical instability, economic fluctuations, regulatory challenges, and unpredictable natural events, partnering with a collaborative and trusted software provider is essential for navigating procurement complexities. Customer Experience (CX) as a key differentiator between competing providers. Look for a provider that understands your specific needs, provides tailored solutions, intuitive user interfaces, and ongoing engagement to ensure satisfaction and long-term success.

## This concludes our predictions for 2025

By giving attention to some or all of these key trends, Procurement Pathfinder will empower you to navigate the ever-evolving landscape and position you for success.

Be sure to watch out for the upcoming release of **‘Procurement 2025: Big Trends & Predictions’** by Ardent Partners — get your complimentary copy of the report at [marketdojo.com](https://marketdojo.com)

## Next steps

Ready to position your procurement function for success in 2025 and beyond?

Watch an [\*\*on-demand demo or book a tailored session\*\*](#) to find out how we can help.

## External sources

**Gartner** [Top Technology Trends in Procurement](#)

**Gartner** [Key Strategies for Sourcing and Procurement Success](#)

**Everest Group** [AI-Powered Sourcing Automation Market Report](#)

**Verified Market Research** [Process Orchestration Market Valuation – 2024-2031](#)

**Hackett Group** [Procurement 2025: Equipping a Multigenerational Workforce With the Skills for Success in a Digital Environment](#)

[Centre for Ageing Better](#)

**CIPS** [Procurement & Supply Salary Guide 2024](#)

**McKinsey and NielsenIQ** [Consumers care about sustainability—and back it up with their wallets](#)

**Market Dojo** [New Rules of Procurement Engagement, Redefine Value Creation eBook](#)

**Goldman Sachs** [The global economy is forecast to grow solidly in 2025 despite trade uncertainty](#)

**The Guardian** [China posts slowest economic growth in 18 months as optimism fades over stimulus](#)

**Forbes** [The 5 Biggest Business Trends For 2025 Everyone Must Be Ready For Now](#)

# How Market Dojo's Customers are Transforming Procurement Performance

## Gecina

Commercial & residential property company

### Goal:

Streamline procurement by digitising processes, centralising supplier data, and improving compliance

### Result:

Reductions in time spent managing complex sourcing requirements, day-to-day operational efficiency, and improved transparency for suppliers and internal stakeholders

[Read case study](#)

## For EV

Infrastructure provider for electric vehicles

### Goal:

Professionalise the tendering process, moving away from email-driven workflows to a structured, compliant platform for supplier management and onboarding

### Result:

Significant cost reductions by enabling clear comparisons of contractor bids, leveraging data insights for negotiation, and ensuring market-aligned pricing

[Read case study](#)

## Dayco

Global OEM for automotive & industrial manufacturers

### Goal:

Transitioning from manual tools to standardise processes, enhance supplier communications, and ensure efficient bid comparisons

### Result:

RFQs and e-auctions yielded substantial cost savings in indirect materials and high-volume direct materials, plus the ability to run quarterly events to counter market price fluctuations

[Read case study](#)

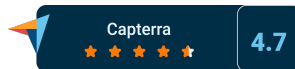


## About Market Dojo

Market Dojo is a global procurement software provider built to solve inefficient sourcing and supplier management processes by digitising and automating activities quickly and easily to unlock strategic value for Procurement and Finance professionals.

Its on-demand, best-of-breed solutions incorporate technologies like GenAI and autonomous sourcing to control costs, drive increased productivity, enhance visibility, reduce risk, and improve collaboration with customers, suppliers and internally.

Market Dojo operates worldwide with headquarters in Stonehouse, UK and is 51% owned by Esker a global cloud platform with headquarters in Lyon, France.



[Watch an on-demand demo or book a tailored session with our sourcing experts](#)

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# Meet the Author

## Alun Rafique

Alun worked as an Aeronautical engineer at Rolls-Royce before moving into procurement as a buyer for one of the assembly plants. He expanded his procurement skills working on secondment for the MoD whilst working for PwC.

Alun developed his skill set further to include sales and account management by selling engineering software solutions obtaining the position of UK Sales Manager. Then as an Account Manager at Vendigital, the role combined the skills of engineering, buying, consultancy and software sales, selling and managing projects in the eSourcing sector.

After identifying the many limitations of traditional ERP's, in 2010, Alun co-founded Market Dojo alongside industry peers and lifelong friends Nick Drewe and Nic Martin.

Market Dojo's mission is simple. To democratise technology to help procurement teams of all sizes accelerate value creation, access decision ready data, mitigate risk and strengthen supplier relationships.



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