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**ICTIC 2015**

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The 5<sup>th</sup> International Virtual Conference

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**New models for  
Purchasing  
Management**



**Information and Communication  
Technologies**

International Conference

# INTRODUCTION

- After thirty years of existence, Purchasing function is always looking for increased maturity
- New important issues are coming such as collaborative purchases and co-innovation with suppliers
- Is Cost Killing the definitive scenario for buyers?
- Probably not, and in order to drive the change in purchasing skills, new models are necessary

**Keywords** — Supplier, Purchasing Maturity, Matrix, Model, Competitiveness, Trust, Innovation, Value.

# PURCHASING YESTERDAY



Buy to Produce

# PURCHASING TODAY



Buy to Sell

# PURCHASING TOMORROW



Buy to Develop

How ?

# THE WRONG SCENARIO



**Cost killer forever**

# THE FUTURE OF PURCHASING



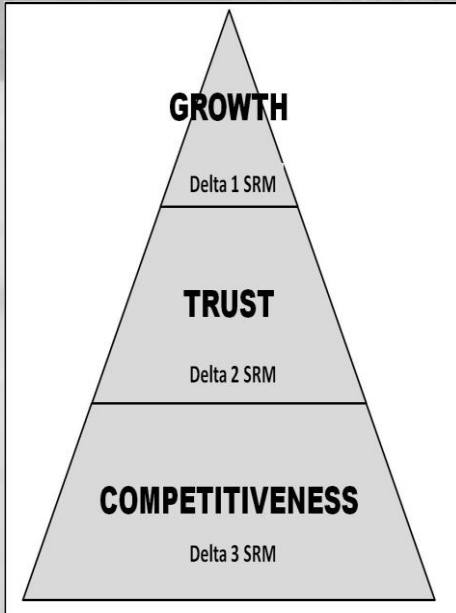
**Enterprise suppliers  
Panel**

**Suppliers Resources  
Management**

**Where are the models ?**



# 1<sup>st</sup> MODEL : COMPETITIVE, TRUST, GROWTH “CTG” MODEL



**Co-innovation suppliers**

Some tens

**Trust suppliers**

Some hundreds

**Competitive suppliers**

Some thousands

**New Enterprise  
suppliers Panel  
modeling**

**For suppliers Panel Modeling**

## 2<sup>nd</sup> MODEL : PRIME MODEL

# Purchasing Relationship Integrated Model for Enterprises

### 6 LAYERS MODEL

Inspired by telecom OSI protocols

6	VALUES
5	POLICY
4	COMMUNICATION
3	CONTRACT
2	TRANSACTIONS
1	ACCOUNT PAYABLE

### New SRM model

(Supplier Relationship Management)

1 layer = 1 service

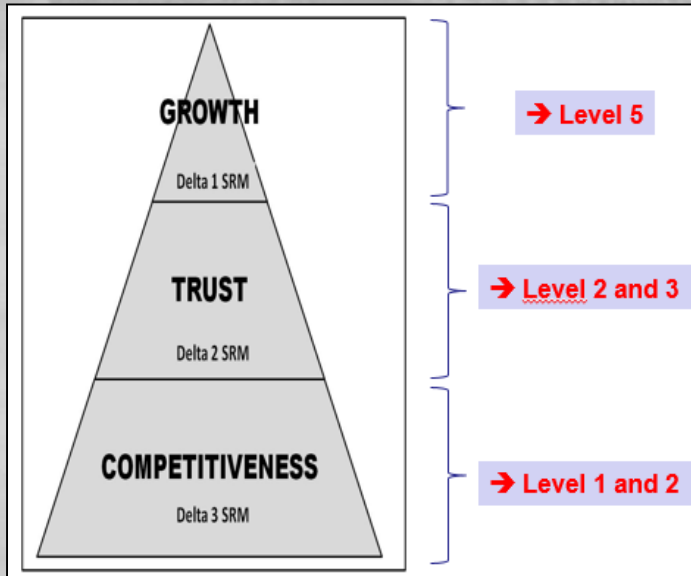
1 layer = 1 stakeholder

1 layer = 1 content

## For suppliers Relationship Monitoring

# 3rd MODEL : PIMM MODEL

## PURCHASING INTEGRATED MATURITY MODEL



**New CMM model**  
**(Capability Maturity Model)**

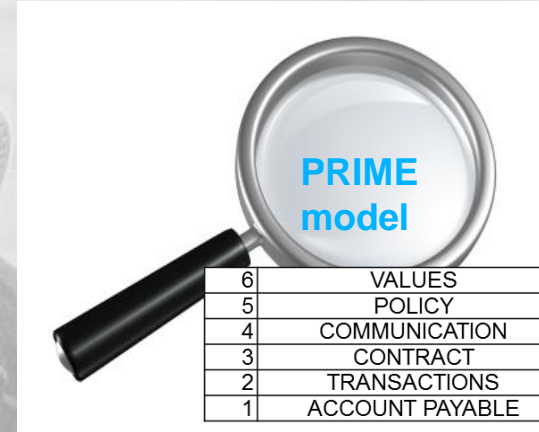
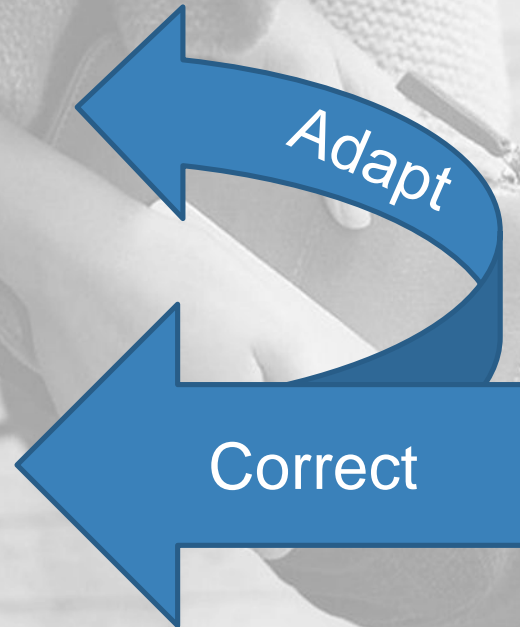
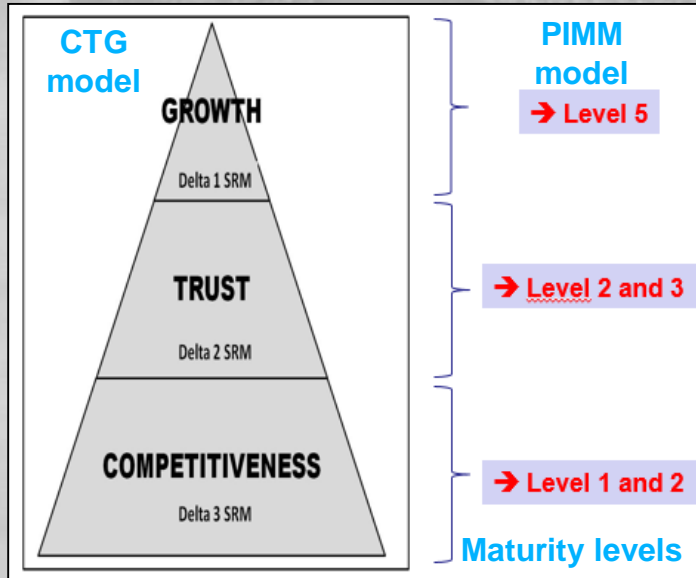
**A staged maturity model**

**5 levels indexed on CTG model**

**3 Key Process Areas:**  
**Purchasing practices**  
**Means**  
**Enterprise Directors and Managers**

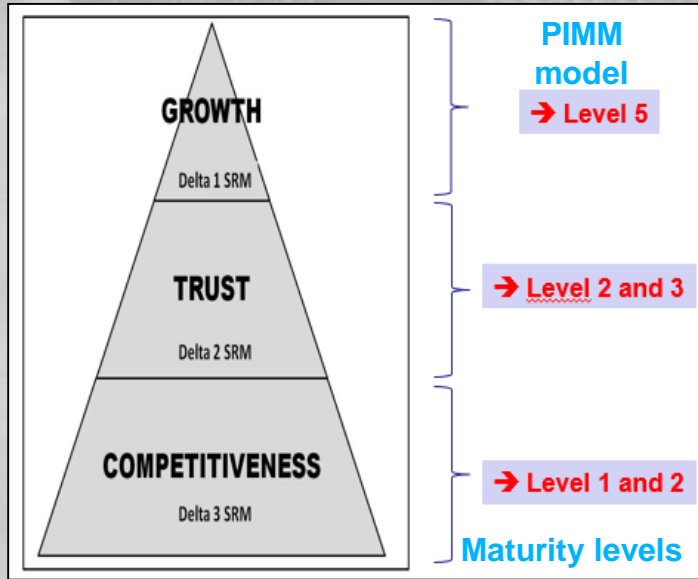
## For Purchasing Maturity Development

# MANAGING FUTURE OF PURCHASING BY MATURITY DEVELOPMENT



## For Purchasing Maturity Development

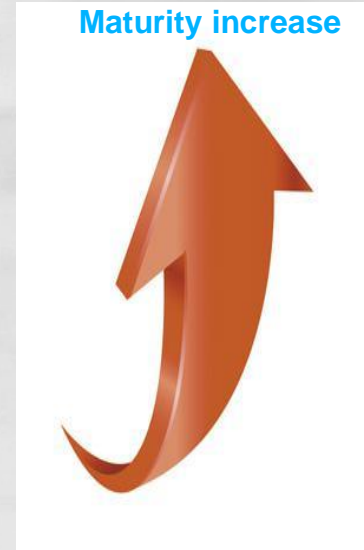
# AIMING TO CREATE VALUE BY SUPPLIERS RESOURCES MANAGEMENT



50 to 1000 %

5 to 15 %

1 to 5 %



Of purchasing amounts  
Frequently over than 50% of company turnover

SRM and Maturity unified in the same model:

PIMM

A hand is shown writing on a chalkboard. The word "Kon" is partially visible on the board. The background is a blurred chalkboard with some faint writing.

# Thanks!

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