

# **Precoro | Procurement Centralization and Automation**



# Delivering speed to value from procurement centralization and automation

## ABOUT PRECORO

Precoro empowers modern businesses in 80+ countries with innovative solutions for procurement centralization and automation.

Precoro’s fully customizable and mobile-friendly platform streamlines procurement for all stakeholders.

Precoro equips requesters with real-time tracking tools, empowers procurement teams to automate manual tasks and focus on strategic growth, and enables finance teams to monitor and control spend before it happens.

## SOLUTION SPOTLIGHT



## EXECUTIVE SUMMARY

From The Hackett Group’s 2024 Purchase to Pay Performance Study, top performers are much further along in their digital transformation journey, with 69% having completed the optimization stage of the purchase-to-pay transformation as compared with only 22% of peer group companies.

By focusing on automation, top-performing organizations have been able to reduce or even eliminate manual intervention, thus significantly lowering process cost and enhancing process quality and effectiveness.

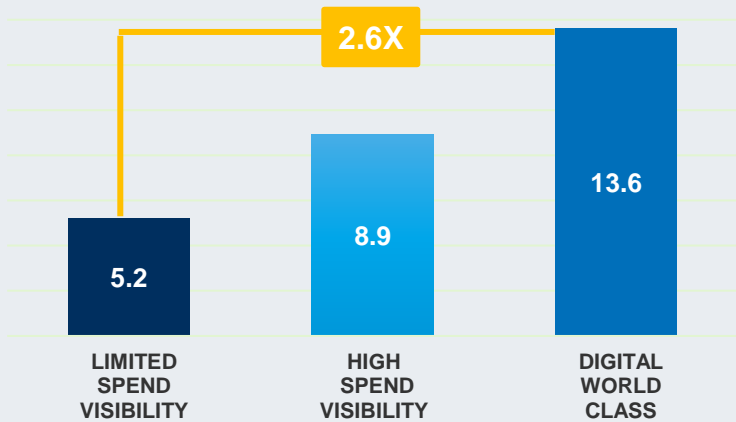
Innovative solutions like Precoro are key enablers of procurement centralization, automation and operational excellence, generating significant business impacts, including:

- 80% less manual data entry
- 3.5x faster approval workflow
- 78% shorter purchase cycle time
- 5% annual budget savings



## HACKETT INSIGHTS

### PROCUREMENT ROI (Purchase cost savings divided by purchasing process cost)




Source: The Hackett Group Procurement benchmark

“Better data visibility is one of the key drivers of procurement ROI, and Precoro allows companies to holistically understand their spend data to quickly uncover and capture spend management opportunities.”


— **CHRISTOPHER SAWCHUK**  
Principal and Global Procurement  
Advisory Practice Leader, The Hackett Group

# End-to-end visibility is especially critical for small to midsize businesses operating in multiple locations with decentralized procurement

SOLUTION SPOTLIGHT

 SERVICES OVERVIEW | PRECORO

- Suppliers database and catalog:** Supplier portal, vendor and catalog management
- Vendor onboarding:** Build custom forms, capture data and manage approvals
- Contract management:** Generate contracts, track consumption and expirations
- Purchase requisitions:** Customizable intake form to submit purchase requests
- Approval workflow:** Customize approval rules and automate notifications/reminders
- Request for proposals:** Raise RFPs, invite suppliers and compare offers
- Purchase orders:** Create and track recurring and blanket POs and send them automatically to suppliers
- Goods/service receipt:** Track pending deliveries and match received goods to POs
- Inventory management:** Manage inventory and automatically generate low stock alerts
- Real-time budgets:** Manage budgets for locations, projects or specific line items
- Invoices:** PO invoices, non-PO invoices, credit notes and payment status tracking
- AP automation:** AI-enabled data extraction, three-way matching and direct two-way data sync with ERP and accounting systems
- Expenses:** Expense reporting in just a few clicks
- Reports:** Comprehensive custom reports, dashboards and integration with Power BI
- Fast onboarding – without IT support:** Onboarding is typically a 2-8 week process.
- Punchouts:** Automatically transfer cart details from Grainger, Amazon, Lowe's, Staples and more

 HACKETT INSIGHTS


CHARACTERISTICS OF TOP-PERFORMING PURCHASE TO PAY ORGANIZATIONS

44%

Faster PO processing cycle times

1.8X

More requisitions via preferred channels



1.7X


More indirect electronic catalog spend

45%

Fewer active suppliers for the top 80% of spend

Source: The Hackett Group Purchase-to-Pay Performance Study

By focusing on automation, top-performing organizations have been able to reduce – or even eliminate – manual intervention, thus significantly lowering process costs and enhancing process quality and effectiveness.

 The Hackett Group

© 2025 The Hackett Group, Inc. All rights reserved. Reproduction of this document or any portion thereof without prior written consent is prohibited. 3



# Intelligent automation, visibility and controls are especially critical for industries with inherent risks in their procurement and supply chain processes

**INDUSTRY CONSIDERATIONS**

**SOLUTION SPOTLIGHT**



**Healthcare**

Purchasing in healthcare companies is frequently at risk from the number of sites and employees touching the purchasing process, the complexity of inventory requirements, lack of requester training, and frequent requests for expedited purchases and payments.



**Construction**

Construction companies typically have high pass-through costs and high potential for budgetary overruns. These companies benefit from better visibility to spend by project, understanding of inventory levels and lead times, and enhanced compliance over purchasing transactions.



**Manufacturing**

Most manufacturing organizations run on tight margins, and operational efficiency is imperative to their success. Driving purchases to pre-negotiated suppliers and rates, ensuring compliance, and providing spend data intelligence and insights to support cost analysis is critical.



**Retail and wholesale**

Retailers require both flexibility and agility to respond to rapidly changing customer preferences and market competition. Retailers benefit by aggregating spend data across locations, improving cycle times, and providing mobile-friendly and easy-to-use technology to their employees.

**→ LOOKING AHEAD**

- Use digitalization to automate and improve the efficiency and accuracy of core transactional processes, as well as expanding the scope of source-to-pay activities to unlock additional value.
- Take a critical look at where Gen AI can be applied to address current challenges and drive real business value.
- Ensure your P2P service delivery model is orientated to meet the needs of end-user stakeholders. Make tools easy and intuitive to use with technology solutions providing a seamless user interface.
- Transform service delivery by ensuring that processes are streamlined, robust and customer friendly.
- Re-examine your process ownership model to ensure it provides full coverage while limiting the crossover of responsibilities.
- Manage talent proactively to make sure your talent management strategies result in a skilled, highly capable workforce.

Source: The Hackett Group

**In the digital era, customer experience and satisfaction are as important as traditional efficiency and effectiveness performance elements. Selecting solutions that deliver both efficiency and experience benefits are key to solution adoption, which often defines transformation success.**

**— The Hackett Group, Market Intelligence**