



Sourcing Maturity Self-assessment

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It's just sourcing!

“going to the CLOUD” = sourcing decision

Sourcing Maturity = key success factor

Are you ready??

A small inset image in the top left corner shows a construction site with workers on a metal framework.

What really matters

- maturity score
- growing awareness
- consensus within institution
- **Taking Action for Improvement**



Why Do-it-yourself?

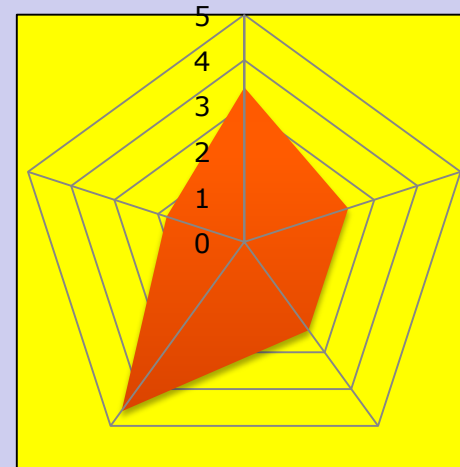
- existing models: CMMi, eSCM-CI
- external audit:
 - costly affair
 - time consuming
 - ok if you are in level 3
- Self-assessment:
 - very practical
 - quick results
 - first steps



A simple model

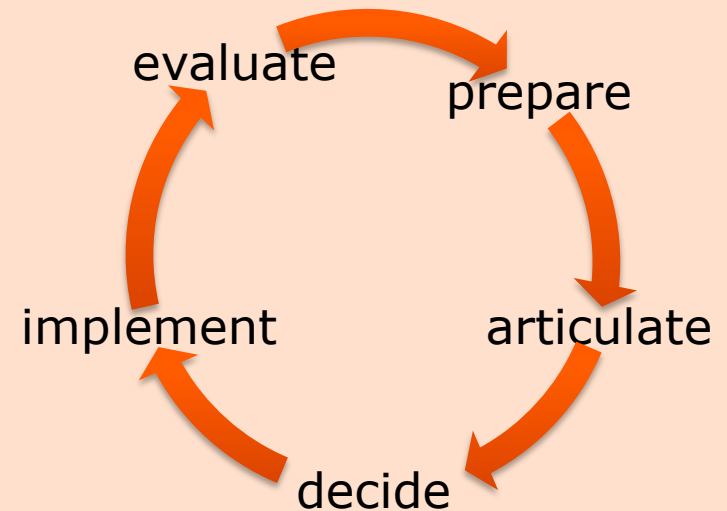
- 26 issues/best practices
- 5 main dimensions related to different phases in the sourcing process
- "standard" maturity scores
- visualisation

summary



main dimensions

1. preparations, conditions
2. demand articulation
3. market exploration, decision making
4. provider selection,
implementation
5. exploitation,
evaluation



standard maturity levels

1. Initial, ad hoc
2. Managed, repeatable
3. Defined, documented
4. Quantitatively managed, KPI's
5. Optimized, monitor and improve



examples of issues

- demand-supply organization
- sourcing strategy
- business analysis
- no (or little) customization
- cost transparency of IT services
- vendor management
- project management
- staff competencies
- performance monitoring



assessment team

- initiated by CIO, sourcing manager. members:
- who suffers because of low maturity
- who feels responsible
- who will support
- who suffers from “not invented here syndrome”
- who will enforce action, has power



assessment procedure

1. team members: individual results
2. assessment manager: analysis
3. (benchmark with other institutions)
4. team: evaluate
5. team: plan improvement
6. team: act





from assessment to action



- look for quick wins
- look for “pain”
- start at points where others perform better & consult them: how did they do it?
- think of political context: which actions will get support?
- estimate risk of “doing nothing”
- start with actions with low complexity and high benefits
- general maturity concept will guide the improvement actions

what we (will) have

- simple tool + manual (dutch)
(spreadsheet version)
- macro's for the assessment manager
- some validation results from Dutch universities

- english version (september 2013)
- paper: from assessment to action
(september 2013)

- webversion with benchmarking feature
(eventually)



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