



PR.01 Of the total annual monetary volume purchased, <u>approximately</u> what percent are in the following categories?	(Please use percent not decimals.)
PR01.A Direct materials (used in final products)	0
PR01.B Services (such as travel, security, maintenance)	0
PR01.C Organizational functions (such as payroll, human resources, information services, etc.)	0
PR01.D Indirect materials (used to support MRO: Maintenance, Repair, and Operations)	0
PR01.E Capital Equipment (such as machines, equipment, buildings)	0
PR01.F Other?	0
Total (Sums to 100 percent)	0

PR02 What percent of your active supplier base is managed by central purchasing? _____ %

PR03 To what degree are the following reasons used for justification of purchasing centrally? (Mark a number.)	Not a reason			To Some Extent			Primary Reason
PR03.A To establish long term relationships with suppliers	1	2	3	4	5	6	7
PR03.B Common items used across the corporation/company	1	2	3	4	5	6	7
PR03.C Volume leverage of price/cost	1	2	3	4	5	6	7
PR03.D Items are standardized commodities	1	2	3	4	5	6	7
PR03.E Purchasing information technology enables centralization	1	2	3	4	5	6	7

PR04 To what degree does management use the following for purchasing performance evaluation? (Mark a number.)	Does Not Use			Some Extent			Great extent
PR04.A Monetary savings (Price reduction of purchased goods/services over prior periods.)	1	2	3	4	5	6	7
PR04.B Total Cost of Ownership (quality defects, inventory cost, price, and delivery)	1	2	3	4	5	6	7
PR04.C Purchased material quality (conformance to specifications)	1	2	3	4	5	6	7
PR04.D Delivery timeliness/speed	1	2	3	4	5	6	7
PR04.E Avoiding stockouts/production stoppage	1	2	3	4	5	6	7
PR04.F Supporting new product design/innovation	1	2	3	4	5	6	7
PR04.G Inventory turnover of direct materials	1	2	3	4	5	6	7
PR04.H Avoiding price increases announced by suppliers	1	2	3	4	5	6	7
PR04.I Manufacturing/operations' satisfaction	1	2	3	4	5	6	7
PR04.J Benchmarking (compare to other purchasing organizations)	1	2	3	4	5	6	7
PR04.K Evaluation of purchasing by suppliers	1	2	3	4	5	6	7
PR04.L Supply base rationalization-increase/decrease	1	2	3	4	5	6	7
PR04.M Purchase price- compared to target cost	1	2	3	4	5	6	7
PR04.N Global Sourcing for competitive advantage	1	2	3	4	5	6	7

PR05.A How many management levels are **above** the **head** of your company's purchasing organization? _____

PR05.B Which of the following best describes the organizational structure of purchasing in your company? (Mark a Number)	Highly centralized	Centralized with some decentralization	Balanced mix of centralized and decentralization	Decentralized with some centralization	Highly decentralized
	1	2	3	4	5

PR06 To what degree are the following methods used for initial supplier selection? (Mark a number.)	Not used			Sometimes used			Primarily used
PR06.A Total Cost of Ownership (Quality defects ,inventory cost, Price, and Delivery)	1	2	3	4	5	6	7
PR06.B Supporting new product design/innovation	1	2	3	4	5	6	7
PR06.C Delivery timeliness/speed	1	2	3	4	5	6	7
PR06.D Quality of formal response to purchasing requests for information, proposals, quotes	1	2	3	4	5	6	7
PR06.E Quoted price	1	2	3	4	5	6	7
PR06.F Review of supplier's financial ratings	1	2	3	4	5	6	7

PR07 To what degree are the following methods used for evaluating <u>current</u> suppliers? (Mark a number.)	Not used			Sometimes used			Primarily used
PR07.A Weighted average of multiple criteria (e.g. balanced scorecard)	1	2	3	4	5	6	7
PR07.B Evaluation by your manufacturing/operations organization	1	2	3	4	5	6	7
PR07.C Suppliers' announcement of price change	1	2	3	4	5	6	7

PR08 To what extent do the following activities contribute to the organization's competitive goals (Mark a number.)	No Extent			Some Extent			A great Extent
PR08.A Buyer sponsored supplier conferences	1	2	3	4	5	6	7
PR08.B Formal strategic sourcing process	1	2	3	4	5	6	7
PR08.C Reverse auctions	1	2	3	4	5	6	7
PR08.D Supplier representatives in plant	1	2	3	4	5	6	7
PR08.E Strategic alliances/ partnerships	1	2	3	4	5	6	7
PR08.F Commercial procurement software (e-procurement)	1	2	3	4	5	6	7
PR08.G Cross-functional commodity teams	1	2	3	4	5	6	7
PR08.H Early supplier involvement in design/redesign of products	1	2	3	4	5	6	7
PR08.I Non-direct materials (MRO purchases) delegated to manufacturing/operations	1	2	3	4	5	6	7
PR08.J Supply base rationalization (decrease/increase base)	1	2	3	4	5	6	7
PR08.K Purchased items are classified as strategic or tactical and are purchased by separate teams	1	2	3	4	5	6	7
PR08.L Formal supplier development program	1	2	3	4	5	6	7
PR08.M Global Sourcing for competitive advantage	1	2	3	4	5	6	7

(Mark a number.)	No Extent			Some Extent			A great Extent
PR09.A To what degree does your procurement organization influence (have direct input) to the overall long term strategic plan?	1	2	3	4	5	6	7
PR09.B To what degree does top management support the strategic importance of purchasing by providing adequate financial resources?	1	2	3	4	5	6	7