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CAPS Research Cross-Industry Report of Standard Benchmarks

June 2009			1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	
									(millions)	(millions)													
SME = Supply Management Employee																							
	Pub Date	Industry Name	Total Spend as Pct of Sales Dollars	SME as a Percent of Company Employees	Pct of SME that are Strategic	Pct of SME that are Operational	Supply Management Operating Expense as a Pct of Total Spend	Supply Management Operating Expense Per SME	Total Spend Per SME	Managed Spend Per SME	Pct of Total Spend Managed and/or Controlled by Supply Management	Pct of Total Spend Via pCards	Annual Spend on Professional Training Per SME	Professional Training Hours Completed Per SME	Supply Management Group Retention Rate	Cost Reduction Savings as a Pct of Total Spend	Cost Avoidance Savings as a Pct of Total Spend	Average PO Processing Cost	Average Cycle Time (in Days) from Req Approval to PO Placement for Direct Goods	Average Cycle Time (in Days) from Req Approval to PO Placement for Indirect Goods	Pct of Active Suppliers Accounting for 80% of Total Spend	Pct of Spend with Diversity Suppliers	
Cross-Industry Comparison of Standard Benchmarks	1)	Jun-09	Aerospace/Defense	48.22%	3.53%	21.43%	78.51%	2.52%	\$110,235	\$6.71	\$6.37	95.66%	0.75%	\$552	15.22	94.08%	2.22%	1.53%	\$372	13.30	8.80	5.53%	23.69%
	2)	Jun-09	Chemical	51.37%	1.56%	45.52%	54.59%	0.90%	\$148,608	\$18.76	\$17.19	86.93%	1.09%	\$456	16.55	94.67%	1.54%	1.80%	\$127	3.50	4.00	4.09%	
	3)	Jun-09	Computer Software	30.96%	0.61%	58.96%	41.04%	0.47%	\$109,737	\$25.29	\$20.04	74.47%	1.35%	\$822	18.59	83.40%	3.38%	1.63%	\$143	3.83	2.93	6.78%	6.10%
	4)	Jun-09	Diversified Beverages & Foods	55.95%	0.42%	77.90%	22.10%	0.33%	\$180,216	\$51.59		85.84%	1.17%			95.80%	1.59%	1.10%				4.30%	3.19%
	5)	Jun-09	DOE/NNSA Contractors	41.92%	2.30%	30.16%	69.84%	1.94%	\$80,294	\$4.32	\$4.22	98.83%	4.94%	\$346	16.98	98.02%		2.09%	\$152	10.60	15.24	14.89%	30.10%
	6)	Jun-09	Electronics	48.18%	2.89%	34.19%	65.81%	1.14%	\$85,269	\$11.04	\$9.84	84.88%	2.78%	\$537		86.67%	4.94%	2.54%		3.50	3.75	9.10%	
	7)	Jun-09	Engineering/Construction	61.52%	4.06%	25.96%	74.04%	1.44%	\$92,091	\$8.40	\$7.43	98.56%	0.37%	\$964	22.63	87.40%				45.25	7.75	4.73%	
	8)	Jun-09	Financial Services	24.38%	0.33%	56.59%	43.41%	0.57%	\$145,579	\$33.80	\$22.47	69.11%	3.15%	\$1,553	19.52	93.15%	1.98%	1.12%	\$104	11.48	8.22	4.27%	4.33%
	9)	Jun-09	Industrial Manufacturing	45.92%	0.95%	45.85%	54.15%	0.76%	\$134,063	\$21.05	\$16.58	78.61%	2.20%	\$659	13.12	90.56%	2.35%	1.50%	\$59	1.28	1.89	6.79%	2.17%
	10)	Jun-09	Metals & Mining	51.35%	1.54%	40.12%	59.88%	0.54%	\$111,828	\$44.70	\$24.22	61.55%	0.36%	\$1,010	19.00	88.97%	0.88%	0.78%	\$76	2.75	2.10	4.48%	
	11)	Jun-09	Petroleum	28.08%	2.93%	32.00%	68.00%	0.60%	\$157,865	\$26.87	\$22.26	80.95%	0.61%	\$1,733	16.67	92.93%	1.79%	0.70%	\$741	18.50	11.14	4.70%	12.03%
	12)	Jun-09	Pharmaceuticals	49.91%	0.90%	50.90%	47.60%	0.63%	\$136,724	\$26.78	\$19.30	72.78%	0.96%	\$1,472	20.26	95.42%	1.69%	2.39%	\$235	2.78	2.58	7.51%	9.59%
	13)	Jun-09	Semiconductor	55.73%	0.92%	36.58%	63.42%	0.64%	\$115,291	\$22.12	\$21.93	90.29%	0.21%	\$813		88.92%	6.85%		\$184	1.90	2.60	4.18%	
	14)	Jun-09	Transportation Services	43.17%	0.43%	37.24%	62.76%			\$18.14	\$13.16	82.40%	2.30%	\$709	19.81	93.61%	1.43%	1.17%				6.47%	2.75%
	15)	Jun-09	Utilities	38.14%	1.84%	25.63%	74.43%	0.53%	\$113,358	\$21.10	\$14.18	75.21%	1.84%	\$1,074	18.39	92.92%	1.29%	1.54%	\$197	2.94	4.24	3.47%	11.20%
AVERAGE OF AVERAGES			44.99%	1.68%	41.27%	58.64%	0.93%	\$122,940	\$22.71	\$15.66	82.40%	1.61%	\$907	18.06	91.77%	2.46%	1.53%	\$217	9.35	5.79	6.09%	10.52%	
Data Year: 2008																							
Release Date: June 4, 2009																							