



## Category Management Maturity Assessment™

### Overview

The **Category Management Maturity Assessment™** is a structured diagnostic designed to assess the effectiveness of your category management approach and identify opportunities to improve performance, consistency, and value delivery. Evaluate and Elevate Your Category Management Capability

### How It Works

- Complete a **40-question diagnostic** (10–15 minutes)
- Receive a **Maturity Score (0–100%)**
- Identify strengths and capability gaps
- Highlight priority areas for improvement

### What You Get

- A clear view of your category management maturity
- Insight into your strongest and weakest areas
- Identification of improvement priorities
- A foundation for building a targeted capability roadmap

### Assessment Framework

The **Category Management Maturity Assessment™** diagnostic includes **40 targeted questions** across five critical areas:

#### 1. Category Strategy

The quality, alignment, and consistency of your category strategies.

#### 2. Market Analysis

Your ability to understand supply markets, cost drivers, and risks.

#### 3. Execution Discipline

How effectively strategies are delivered and embedded.

#### 4. Value Tracking

How well savings and broader value are measured and realised.

#### 5. Capability & Governance

The skills, tools, and structures supporting category management.



## Why It Matters

Strong category management is the foundation of high-performing procurement, but many organisations struggle with:

- Inconsistent strategy development
- Limited market insight
- Poor execution discipline
- Weak value tracking

This assessment helps you understand where you stand, and what to do next.

## Who It's For

- Procurement and commercial teams
- Finance and operations leaders
- CIO, and IT Heads

## Maximise Your Results

To get the most value from the assessment, answer each question honestly and avoid “sugar-coated” responses. The more accurate your input, the more meaningful and actionable your results will be.

## Licensing, usage, intended purpose and limitations

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