

EUNAVERSE

Procurement Industry Trends

2025 and beyond



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Industry Trends

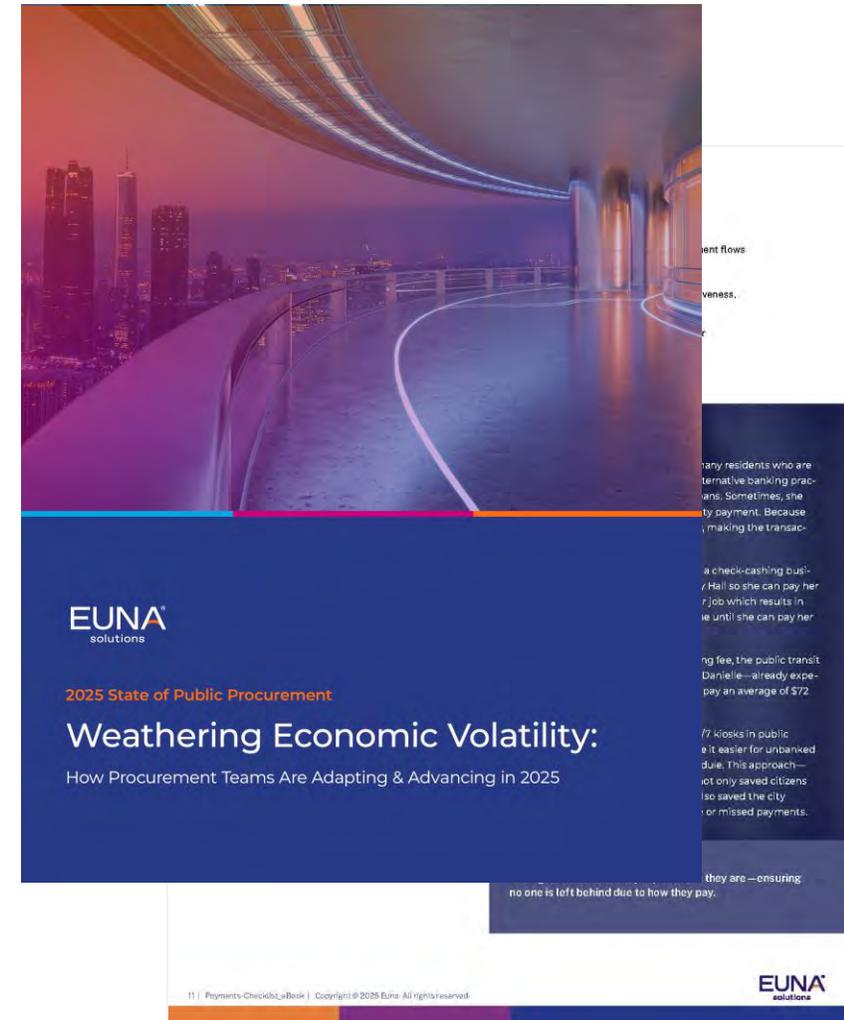


2025

What is the State of Public Procurement report?

An annual report that analyzes data and research to keep tabs on trends in public procurement including emerging best practices and tech strategies.

This year's State of Public Procurement report was comprised of survey responses from **86 public sector professionals** and **252 suppliers** across North America, as well as data collected anonymously from over **3,000 procurement teams** using Euna Procurement.



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Theme 1: Adapting to Economic Volatility





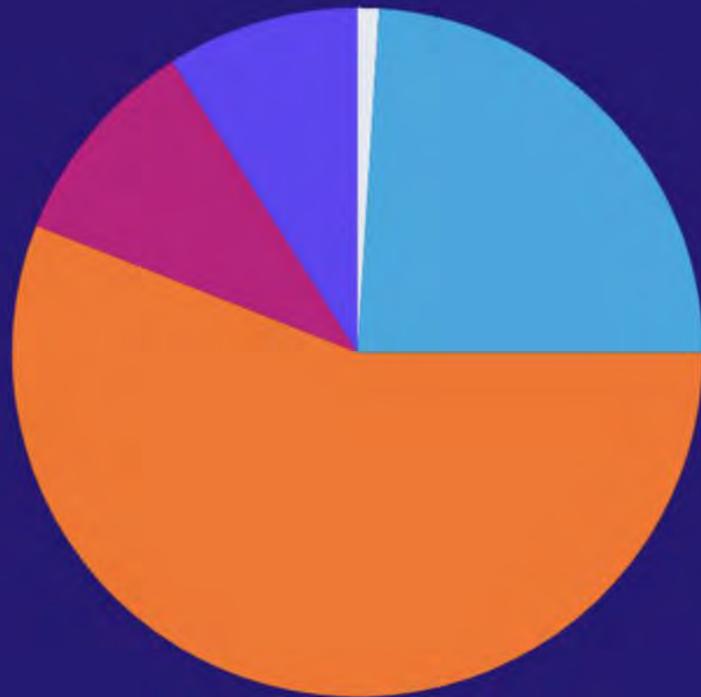
What are your top external challenges?



- Rising cost of goods & services (28)
- Economic uncertainty (20)
- Budget cuts and/or lack of resources (14)
- Managing vendors (13)
- Keeping up with policy changes (state, federal, etc.) (12)
- Supply chain issues (10)

Rising Costs, Flat Budgets

How does your budget compare to last year?



- Much larger (1%)
- Same (56%)
- Much smaller (9%)
- Slightly larger (24%)
- Slightly smaller (10%)

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Theme 2: Doing More with Fewer Resources



Key Processes are Cumbersome

According to data from National Cooperative Procurement Partners:

The average procurement project takes **87.1 hours** to complete

Complex projects require an average of **138.7 hours**

Even non-complex projects take nearly **43 hours**

Average time spent by phase⁴



1 NCPP. <https://www.ncppassociation.org/NCPP/Education/RFP-Tracking-Project.aspx>

2 Procurement Tactics, <https://procurementtactics.com/contract-management-statistics/>

3 American Productivity & Quality Center (APQC), <https://www.apqc.org/resources/benchmarking/open-standards-benchmarking/asures/total-cost-perform-process-order-1>

4 NCPP. <https://www.ncppassociation.org/NCPP/Education/RFP-Tracking-Project.aspx>

Driving Savings, Scale, and Stability in a Volatile Economy

Modern, cloud-based procurement solutions are proving to be a **force multiplier**, enabling small teams to make a bigger impact by:

- Automating workflows
- Eliminating friction
- Unlocking smarter spend management.

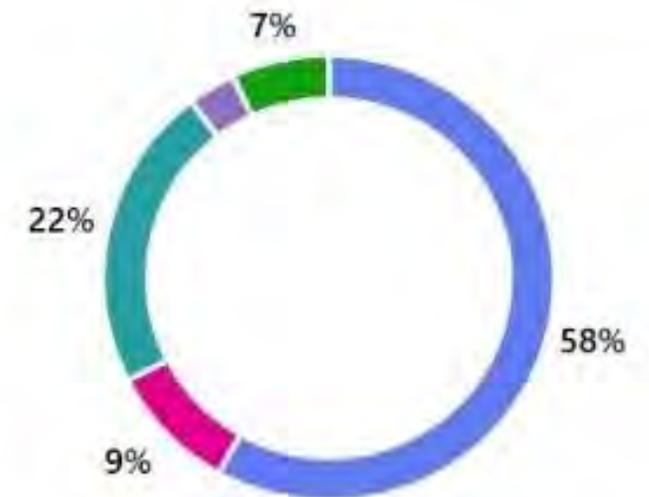
Cumulative Project Savings Per Month



What's Holding Teams Back from Investing in Procurement Tech? **Budget Constraints.**

What is your largest barrier for adopting technology in your procurement workflow?

Budget	50
Implementation time	8
Change management	19
Employee turnover	3
Other	6

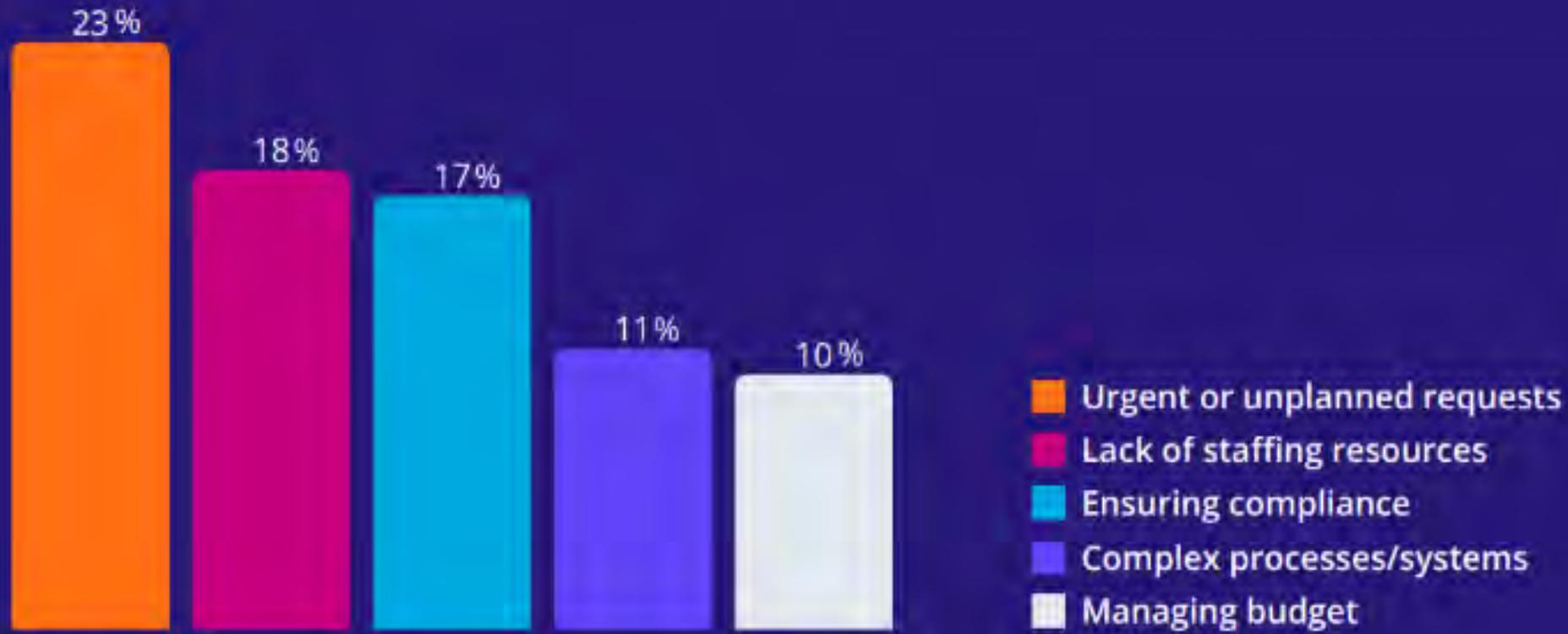


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Theme 3: Moving from Reactive to Proactive



Top Internal Challenges of 2025



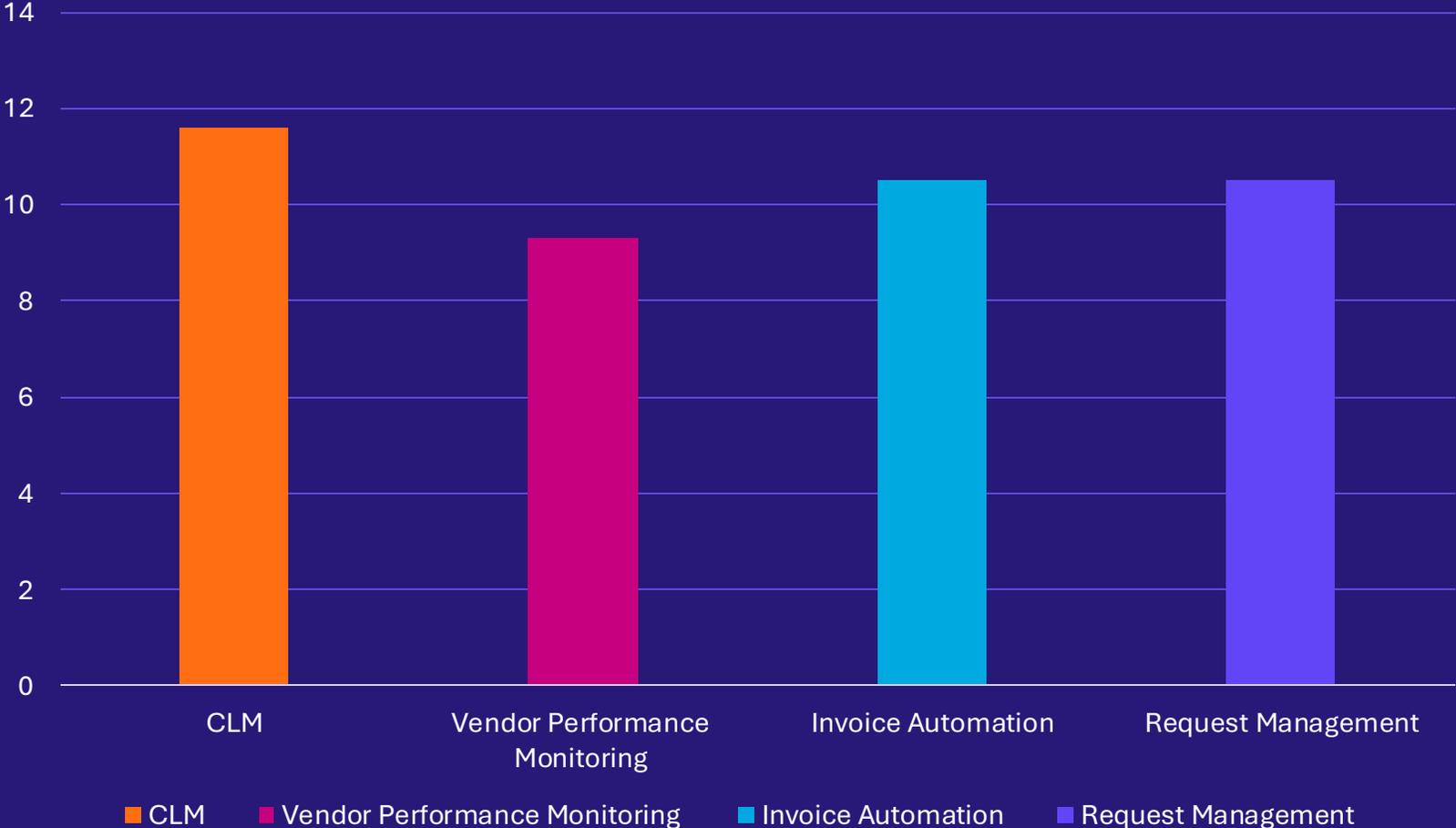
Teams Aim to Double Down on Automation

TOP 5 PRIORITIES



- Streamlining / automating processes (28%)
- Improving stakeholder customer support (16%)
- Promoting transparency (14%)
- Implementing strategies to cut costs (12%)
- Finding vendors that meet various initiatives, such as DBE and sustainability (12%)

Procurement Tools Planning to Purchase in the Next 18 Months



Uniting the Process. Unlocking the Potential.

5-10%

savings from competitive pricing

2x

faster contract cycle times

2-5%

cost savings across purchases

85%

fewer late payments

2025 STATE OF PUBLIC PROCUREMENT

Weathering Economic Volatility: How Procurement Teams Are Adapting and Advancing in 2025

Gain insights into current trends, new challenges, and actionable insights for public procurement professionals.

Download Yours Today 





EUNA

Procurement

A Full-Cycle Procurement Solution purpose-built for public sector



Sourcing



Contracting



Marketplace



Invoicing

Supplier Management

PRODUCT VISION

A **single source-to-pay SaaS offering** designed for local government procurement teams to manage the **complete procurement process**, from sourcing and contracting to purchasing and invoicing.



Optimize Spending

Helping you get the most out of every dollar and ensure its driving meaningful impact in your community



Improve Collaboration

Making it easier to collaborate with buyers, suppliers, and agency staff at every stage of the process



Maximize Compliance

Supporting with process control, compliance safeguards, and airtight audit logs for every procurement

Questions?

