



EXPERTISE DOWNLOAD 02

Expertise Download: Procurement Transformation

A practical value lens for turning procurement, S2P, and P2P activity into measurable enterprise impact.



Executive download | built for boardroom diagnosis and Monday execution





What this solves

A practical value lens for turning procurement, S2P, and P2P activity into measurable enterprise impact.

- Procurement value is lost in demand, data, ownership, and decision friction.
- S2P transformation works when buying channels, governance, and finance logic connect.
- Value realization must be designed into daily behavior.
- The system should make the right action easier than the workaround.



From activity to architecture.

The point is not more effort. The point is a system that makes the right work easier to own, decide, and execute.



How we move from signal to execution

PRACTICAL ADVISORY ROUTE

1

Diagnose the real system

Separate symptoms from architecture. Identify where ownership, process, governance, data, or decision flow is breaking execution.

2

Redesign the execution path

Define the few structures that must change so the organization can move without creating more noise.

3

Turn clarity into a Monday move

Translate the insight into one practical next action, one owner, one decision route, and one measurable follow-up.

OPEN ADVISORY HOURS

Bring the real bottleneck. Leave with the next concrete move.

Book via dario@kulicadvisory.com



Use this before the next executive meeting

BOARDROOM QUESTIONS

OWNERSHIP

Who owns the outcome when the handoff becomes difficult?

DECISION FLOW

Where do decisions wait, repeat, or disappear?

EXECUTION

Which activity looks successful but does not change the system?

IMPACT

What would prove that the behavior is different next Monday?

Signal over Noise.

The Kulic method turns unclear transformation activity into visible ownership, decision speed, and measurable execution.

