

Procurement TAT: The Silent Profit Killer

In procurement, time isn't just money—it's margin, efficiency, and control. Yet one of the most under-tracked metrics is Turnaround Time (TAT)—the time it takes from raising a purchase request to placing a confirmed order.

Let's explore why TAT matters more than most realize.

Slower TAT = Higher Costs

Delayed RFQs or approvals can result in emergency purchases, missed volume discounts, or price hikes. Even a few days' delay can cost more than expected—especially for critical or high-value items.

Lost Time = Lost Productivity

When procurement moves slowly, it impacts planning, budgeting, and stakeholder trust. Departments waiting on materials or services often escalate issues, causing avoidable back-and-forth and urgency-based buying.

No Visibility = No Control

Without TAT visibility—across items, users, and vendors—it's hard to know where the bottleneck lies. Is the delay in PR creation? Quote comparison? Or final authorization? Granular insights are critical.

What Smart Teams Do Differently

- ✓ They measure TAT across the full cycle—from PR to PO.
- ✓ They benchmark vendors and categories by TAT to identify drag.
- ✓ They automate wherever approvals, reminders, or follow-ups cause delay.
- ✓ They track user-level behavior to coach and streamline processes.

Why It Matters:

TAT isn't just a metric—it's a mirror to your procurement efficiency. **Faster turnaround means better pricing, improved compliance, and stronger internal partnerships. With the right tools, teams can unlock measurable impact without overhauling their process.**

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