



EIPM

RESEARCH • UPSKILLING • PERFORMANCE

# 2025 EIPM-PETER KRALJIC AWARDS

## Process Presentation

March 2025

The purpose of the **EIPM-Peter Kraljic Awards** is to recognise procurement organisations that:

- Could be role models for others
- Deliver outstanding performance to their company
- Demonstrate high levels of creativity and innovation
- Implement and deploy advanced and efficient processes
- Respect and develop suppliers
- Are environmentally and socially responsible

# EIPM-PETER KRALJIC AWARDS

## AWARDS WINNERS 2010-2024



- |                                |                                    |                                   |                              |
|--------------------------------|------------------------------------|-----------------------------------|------------------------------|
| <b>ABB Robotics</b>            | <b>EFACEC **</b>                   | <b>Lyonnaisse des Eaux</b>        | <b>SOGRAPE VINHOS</b>        |
| <b>ADP Aéroport de Paris *</b> | EIFFAGE                            | Michelin                          | Sprint                       |
| Air Liquide China              | ENEL                               | <b>Moët Hennessy LVMH * **</b>    | STMicroelectronics NV        |
| ArcelorMittal                  | EON **                             | National Housing Company          | TASNEE                       |
| ANA -Aeroportos de Portugal    | <b>Ericsson AB - BU Networks *</b> | <b>Nokia Corporation *</b>        | Tesco PLC                    |
| <b>Atlantic Grupa *</b>        | <b>Essilor *</b>                   | NOS                               | Toyota Motor Europe          |
| Avril                          | Faurecia                           | Novo Banco                        | Valmet                       |
| Bondalti **                    | Ford Otomotiv Sanayi               | NV Bekaert SA **                  | <b>Vodafone * **</b>         |
| <b>Bosch CP-AB5 *</b>          | Grundfos                           | Oman Telecom                      | Wuhan Dong Hon Logistics Co. |
| Brisa Group                    | Henkel AG & co. kg                 | OMK                               |                              |
| <b>Capgemini * **</b>          | ICL                                | Roechling                         |                              |
| Cerba HealthCare               | Infineon Technologies              | Rovensa                           |                              |
| CERN                           | Infrabel                           | Sagemcom                          |                              |
| Clariant **                    | Janssen Pharmaceuticals (J&J) **   | <b>Sanofi *</b>                   |                              |
| Clarins                        | Jotun                              | SAP                               |                              |
| Delphi Automotive LLP          | Kalekim Chemicals                  | <b>Saudi Telecom Company * **</b> |                              |
| DYO                            | Kastamonu Entegre                  | Savills **                        |                              |
| EADS Deutschland GmbH          | Kone                               | Schwan Stabilo Cosmetics          |                              |
| <b>Eandis *</b>                | Lactogal                           | Shanghai Jahwa United Co          |                              |
| <b>EDP *</b>                   | L'Oréal **                         | SKF                               |                              |

\* : Organisation of the Year  
 \*\* : Won more than 1 Award

FRAMEWORK  
FOR ASSESSMENT  
&  
IMPROVEMENT  
PROCESS

PRESENTATION  
OF THE TOOL

How mature is your  
Procurement organisation?

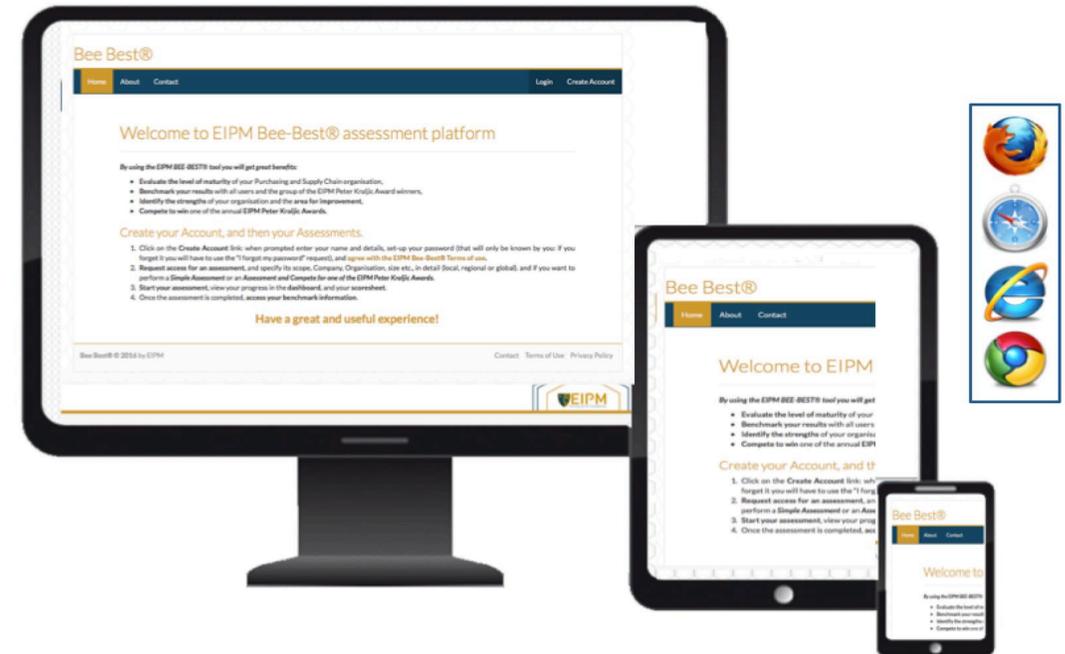
bee-best

<https://bee-best.org>

# EIPM BEE-BEST ONLINE TOOL

EIPM Assessment tool will help answer this question and provides:

- A maturity index for your Organisation
- A report with valuable benchmarking for the model 32 sub criteria
- Identification of precise areas for improvement to better your performance and provide greater value to stakeholders and clients.



<https://bee-best.org>

# EIPM-PETER KRALJIC AWARDS

2025 edition

PROCESS  
AND  
TIMING

A large, vertical hourglass is centered on the page. The top bulb is partially filled with sand, and a stream of sand is falling into the bottom bulb. The background is a dark blue gradient.

# 2025 AWARDS PROCESS & TIMING

## Phase 1

Organisations submit their interest to compete for an award and

- Create an account in Bee-Best Tool
- Request an Assessment for "Award"
- Complete assessment + Practice description.

Before 19<sup>th</sup>  
September  
2025

## Phase 2

Pre-selection of the most exemplary practices by the EIPM PK Jury.

06<sup>th</sup> October  
2025

## Phase 3

Contact and interviews with the preselected organisations to validate their input in the application either on-site or remotely. Standard questionnaire built around EIPM award criteria.

October -  
November  
2025

## Phase 4

Finalist and winner selection by EIPM Peter Kraljic Jury.

End of  
November  
2025

## Phase 5

Celebration of the winners during Awards ceremony.

At the EIPM  
Conference  
11<sup>th</sup> December  
2025

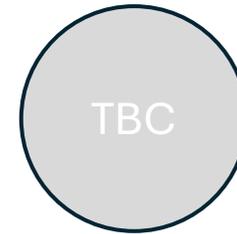
On Bee-Best platform, Applicants:

- 1. Score their organisation on all questions of the 9 criteria of the holistic EIPM model** used so far to nominate the EIPM-Peter Kraljic Award winners:
  - **Practices** in Leadership, Strategy, People, Partnership and Resources, Processes, products and services
  - **Outcomes** on Customers Results, Employee Results, Society Results, Business Results
- 2. Describe their practices for each sub-criteria** against the practice attributes listed on page 12 -Enablers- and 14-Results- of the user guide
- 3. Complete the above before 19 September 2025.**

2025  
Jury Members



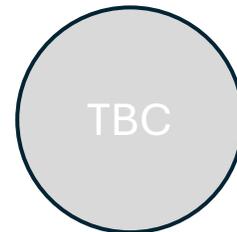
**Dr Peter Kraljic**  
Honorary President, Director  
Emeritus McKinsey & Professor  
Emeritus EIPM



**2024 Award winner**



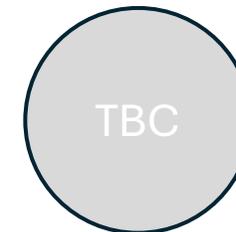
**Gianluca Mulè**  
COO at EFQM



**EIPM representative**



**Hervé Legenvre**  
Research Director EIPM



**EIPM Alumni**

***EIPM guarantees that there are no conflicts of interest with competing companies.***

The interviews are the **main source of information** that is used by the Jury to select the winners.

- ❑ They allow a **tangible identification of the best practices**, which may be recognised by an award. Candidates explain their activities and practices used in the achievement of the objective(s) they selected using existing working documents.
- ❑ **Standard interview themes** are the EIPM award criteria:  
Value and Collaborations, People, Society, Risk, Change/Agility, Systems and Tools, Innovation, SRM, Sustainability.
- ❑ **Format: 2 experts, 6 hours**
  - ❖ **On-site visit**  
or
  - ❖ **Remote Contactless** (with prior submission of specific documents)

# INFORMATION ON THE EIPM-PETER KRALJIC AWARDS



The screenshot shows the 'bee-best' website interface. At the top, there is a navigation bar with 'Home', 'About', and 'Contact' links. Below the navigation bar, the main heading reads 'Welcome to EIPM Bee-Best® assessment platform'. A sub-heading states 'By using the EIPM BEE-BEST® tool you will get great benefits:'. This is followed by a bulleted list of benefits: 'Evaluate the level of maturity of your Purchasing and Supply Chain organisation.', 'Benchmark your results with all users and the group of the EIPM Peter Kraljic Award winners.', 'Identify the strengths of your organisation and the area for improvement.', and 'Compete to win one of the annual EIPM Peter Kraljic Awards.'. Below the list, there is a section titled 'Create your Account, and then your Assessments.' with a numbered list of four steps: 1. Click on the 'Create Account' link; 2. Request access for an assessment; 3. Start your assessment; 4. Once the assessment is completed, access your benchmark information. At the bottom of the screenshot, there is a call to action: 'Have a great and useful experience!'.



Access to EIPM [Bee-Best platform](#)  
and related information such as GDPR, Terms of Use,  
Privacy Policy, Glossary and Questionnaire

[Direct link to the list of winners 2024](#)

Feel free to contact:

**Dr. Hervé LEGENVRE**

Research Director & Professor

[herve.legenvre@eipm.org](mailto:herve.legenvre@eipm.org)

Mob: +33 6 45 87 46 01

THANK YOU  
FOR YOUR ATTENTION  
AND PARTICIPATION!