



EIPM

RESEARCH • UPSKILLING • PERFORMANCE

2026 EIPM-PETER KRALJIC AWARDS

Process Presentation

March 2026

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 2010-2025



ABB Robotics
ADP Aéroport de Paris *
Air Liquide China
ANA -Aeroportos de Portugal
ArcelorMittal
Atlantic Grupa *
Avril
Bondalti **
Bosch CP-AB5 *
Brisa Group
BULGARI Procurement Department
Capgemini * **
Cerba HealthCare
CERN
Clarins
Clariant **
Ctt Procurement and Logistics
Delphi Automotive LLP
DYO
EADS Deutschland GmbH
Eandis *
EDP *
EFACEC **
EIFFAGE
ENEL
EON **

Ericsson AB - BU Networks *
Essilor *
Faurecia
Ford Otomotiv Sanayi
Grundfos
Gruppo Hera
Henkel AG & co. kg
ICL
Infineon Technologies
Infrabel
Janssen Pharmaceuticals (J&J) **
Jotun
Kalekim Chemicals
Kastamonu Entegre
Kone
Lactogal
L'Oréal **
Lyonnaisse des Eaux
Michelin
Moet Hennessy LVMH * **
National Housing Company
Nexans Purchasing
Nokia Corporation *
NOS
Novo Banco
NV Bekaert SA **

Oman Telecom
OMK
Roehling
Rovensa
Sagemcom
Sanofi *
SAP
Saudi Telecom Company * **
Savills **
Schwan Stabilo Cosmetics
Shanghai Jahwa United Co
SKF
SOGRAPE VINHOS
SOMFY
Sprint
STMicroelectronics NV
TASNEE
Tesco PLC
Toyota Motor Europe
Valmet
Vodafone * **
Wuhan Dong Hon Logistics Co.

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

FRAMEWORK
FOR ASSESSMENT
&
IMPROVEMENT
PROCESS

PRESENTATION
OF THE TOOL

How mature is your
Procurement organisation?

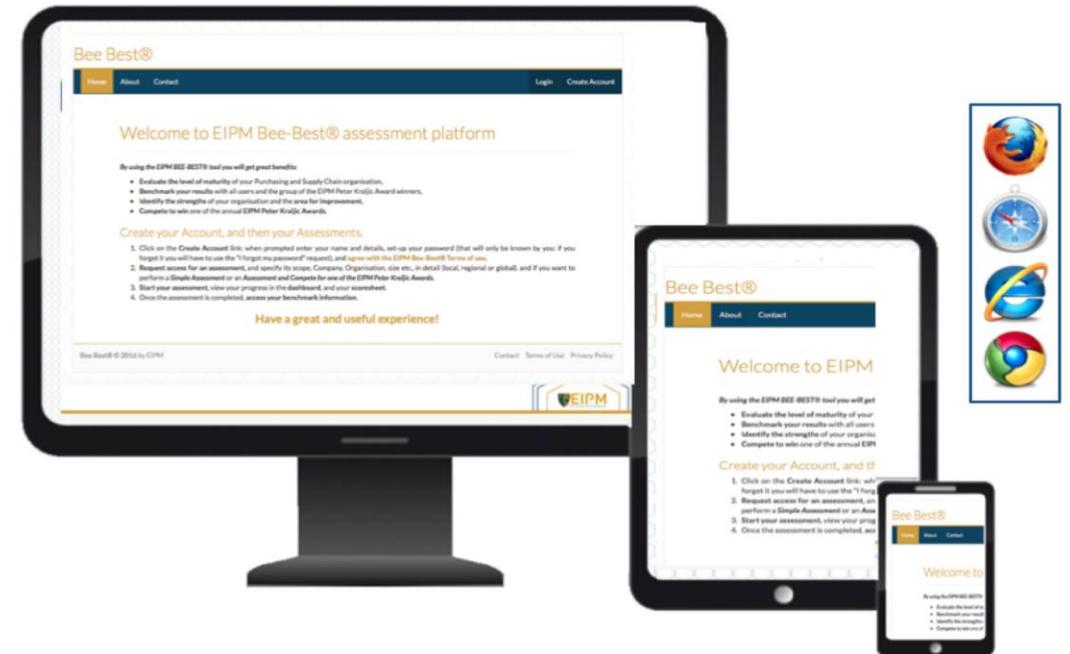
bee-best

<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

2026 edition

PROCESS
AND
TIMING

A large, stylized hourglass graphic 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.

2026 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 30th
July 2026

Phase 2

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

21th August
2026

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.

September -
November
2026

Phase 4

Finalist and winner selection by EIPM Peter Kraljic Jury.

End of
November
2026

Phase 5

Celebration of the winners during Awards ceremony.

At the EIPM
Conference
December 2026

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 30th July 2026.**

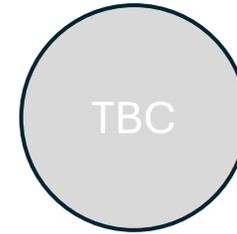
SHORT LIST & WINNERS SELECTION BY THE JURY - Phases 2 & 4



2025
Jury Members



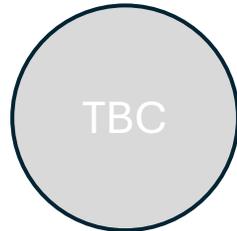
Dr Peter Kraljic
Honorary President, Director
Emeritus McKinsey & Professor
Emeritus EIPM



2025 Award winner



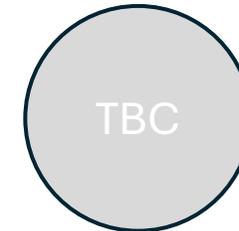
Gianluca Mulè
COO at EFQM



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 three benefits: evaluating maturity, benchmarking results, and competing for awards. Below the list, there is a section titled 'Create your Account, and then your Assessments.' with a four-step numbered list detailing the process from account creation to accessing benchmark information. At the bottom of the screenshot, a call to action says 'Have a great and useful experience!'.

bee-best

Home About Contact

Welcome to EIPM Bee-Best® assessment platform

By using the EIPM BEE-BEST® tool you will get great 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.
- Compete to win one of the annual EIPM Peter Kraljic Awards.

Create your Account, and then your Assessments.

1. Click on the **Create Account** link: when prompted enter your name and details, set-up your password (that will forget it you will have to use the "I forgot my password" request), and **agree with the EIPM Bee-Best® Terms of use**.
2. **Request access for an assessment**, and specify its scope, Company, Organisation, size etc., in detail (local, regional or global).
3. **Start your assessment**, view your progress in the **dashboard**, and your **scoresheet**.
4. Once the assessment is completed, **access your benchmark information**.

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

Feel free to contact:

Dr. Hervé LEGENVRE

Research Director & Professor

herve.legenvre@eipm.org

Mob: +33 6 45 87 46 01

THANK YOU
FOR YOUR ATTENTION
AND PARTICIPATION!