Category Plan

Category Summary

Product/Services:
Effective Date:
Number of Suppliers:
Annual Spend:
Demand Sensitivity:
Other:

Category Spend

Legend: Total Spend | Category Spend

Category Portfolio Matrix

Leverage Automate	Strategic Constraint

Market Power

Supplier New Entrants	Buyer Substitutes

Category Market Overview

Total Revenue: | Our %: | Competitors:
Core Business:

Category Risk Score

XXX

Category Price Evolution

Inflation/Deflation	
Index	

Industry Trends/Market Shifts

- Xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx
- Xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx

Category Objectives

Objective	Status/Issues
- XXXXXXXXXXXXXXXXXXXXX	- XXXXXXXXXXXXXXXXX

- Xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx
- Xxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxxx

Competitive SWOT

Strength	- Xxxxx - Xxxxx - Xxxxx - Xxxxx	Weakness	- Xxxxx - Xxxxx - Xxxxx
Opportunity	- Xxxxx - Xxxxx - Xxxxx - Xxxxx	Threat	- Xxxxx - Xxxxx - Xxxxx - Xxxxx

Top Suppliers

Supplier	Spend $	Supplier Contact	Title/Role	Our Contact	Title/Role

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