



2024 State of Procurement Report



Amazon Business has unveiled the 2024 State of Procurement Data Report, spotlighting the most relevant trends impacting decision-makers from organizations of every size. The findings examine the dynamic and rapidly transforming state of business-to-business (B2B) procurement in recent years.

For this year's report, Amazon Business surveyed more than 3,000 buyers, procurement decision-makers and organizational senior leaders familiar with procurement operations across public and private sectors. Respondents were located in France, Germany, Italy, Japan, Spain, UK, and U.S. The report found that:

- 95% of decision-makers acknowledge that there's room for procurement optimization.
- 85% of respondents say the difficulty of sourcing suppliers that follow sustainable practices prevents their company from setting or achieving strategic sustainability goals for procurement.
- 81% of respondents had mandates to buy from certified sellers, which might include sustainable, local, or disadvantaged group-owned businesses. Despite the desire for responsible purchasing (85%), difficulty finding sustainable suppliers hinders sustainability goals.

Download the full Report to learn more about the trends shaping the future of business buying.