55% of Procurement and Finance professionals expect a recession before the end of 2020.

Although a majority 61% feel they are prepared, there remains 30% who foresee a recession coming but don’t feel confident or aware if they are prepared.

<table>
<thead>
<tr>
<th>Is your organization prepared with a strategic plan for cost savings in times of economic need?</th>
<th>Prepared</th>
<th>Not Prepared</th>
<th>Don’t Know</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>61%</td>
<td>30%</td>
<td>9%</td>
</tr>
</tbody>
</table>

More companies focused on cost savings this fiscal year:
- Last FY: 76%
- This FY: 82%

Cost savings goals cluster in the range of 5-14%.

When pressed to realize quick savings, 60% mentioned they will tighten scrutiny of travel category.

Industries have their own strategies to generate cost savings and mitigate risk:
- 49% of Tech/SAAS focus on Contract Renegotiation
- 45% of Retailers focus on Vendor Consolidation
- 83% of Tech/SAAS focus on Renegotiating contracts
- 56% of Manufacturers focus on Delaying project expenditures
- 50% of Retailers focus on Scrutinizing PO approval

Realized cost savings get most often reallocated to: reinvest for the long run and bolster the bottom line for the short-term. They are not mutually exclusive.

- 67% mentioned reinvestment in long term projects
- 61% mentioned savings go straight to the bottom line
- 37% mentioned both