

Dun & Bradstreet – Compliance and Procurement Sentiment Index

METHODOLOGY NOTE

ComRes interviewed 312 Compliance decision makers and 306 Procurement decision makers with knowledge of and or responsibility in the decision-making process for their company's compliance/procurement function between 5th and 21st February 2018. Data were not weighted. ComRes is a member of the British Polling Council and abides by its rules.

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Compliance and Procurement Sentiment

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Compliance and Procurement Sentiment

Country

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
Significance Level: 95%		a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%
UK	204 33%	- -	204 100%	104 33%	100 33%	16 24%	78 30%	110 38%	7 27%	54 24%	136 39%	53 14%	41 49%	16 18%	144 68%	32 46%	39 37%	43 26%	31 23%	39 56%	38 66%
USA	414 67%	414 100%	- -	208 67%	206 67%	51 76%	185 70%	178 62%	19 73%	169 76%	209 61%	326 86%	42 51%	73 82%	68 32%	37 54%	66 63%	122 74%	106 77%	31 44%	20 34%
Columns Tested:	a,b	a,b	a,b,c	a,b,c	a,b,c	a,b,c	a,b,c	a,b,c	a,b,c	a,b,c	a,b,c	a,b,c	a,b,c	a,b,c	a,b,c	a,b,c	a,b,c	a,b,c	a,b,c	a,b,c	a,b,c

Compliance and Procurement Sentiment

S1. Which of the following describes the area(s) in which you work? If you work in more than one of the following areas, please select all that apply.

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
Significance Level: 95%		a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%
Compliance	404 65%	292 71%	112 55%	312 100%	92 30%	55 82%	177 67%	172 60%	19 73%	160 72%	209 61%	254 67%	50 60%	63 71%	127 60%	36 52%	77 73%	139 84%	77 56%	39 56%	26 45%
Procurement	394 64%	266 64%	128 63%	88 28%	306 100%	34 51%	174 66%	186 65%	13 50%	153 69%	220 64%	241 64%	63 76%	68 76%	143 67%	50 72%	78 74%	96 58%	95 69%	55 79%	37 64%
IT	274 44%	203 49%	71 35%	149 48%	125 41%	34 51%	130 49%	110 38%	5 19%	125 56%	142 41%	178 47%	46 55%	54 61%	95 45%	36 52%	61 58%	86 52%	61 45%	43 61%	8 14%
Operations	262 42%	205 50%	57 28%	140 45%	122 40%	35 52%	123 47%	104 36%	9 35%	118 53%	133 39%	178 47%	41 49%	53 60%	80 38%	24 35%	56 53%	83 50%	57 42%	39 56%	9 16%
Risk	220 36%	167 40%	53 26%	127 41%	93 30%	28 42%	91 35%	101 35%	7 27%	99 44%	112 32%	139 37%	38 46%	40 45%	70 33%	23 33%	56 53%	81 49%	41 30%	29 41%	8 14%
Finance	222 36%	175 42%	47 23%	113 36%	109 36%	32 48%	105 40%	85 30%	13 50%	108 48%	101 29%	147 39%	42 51%	51 57%	73 34%	24 35%	51 49%	97 59%	32 23%	27 39%	8 14%
Legal	178 29%	143 35%	35 17%	93 30%	85 28%	23 34%	77 29%	78 27%	6 23%	94 42%	77 22%	110 29%	34 41%	38 43%	55 26%	17 25%	48 46%	82 50%	27 20%	19 27%	4 7%

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

DS1. least fill selection for Compliance/ Procurement

Base: All respondents

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Compliance	312	208	104	312	-	45	130	137	14	118	164	192	35	41	100	29	53	102	57	30	25
	50%	50%	51%	100%	-	67%	49%	48%	54%	53%	48%	51%	42%	46%	47%	42%	50%	62%	42%	43%	43%
				b		bc											bcd				
Procurement	306	206	100	-	306	22	133	151	12	105	181	187	48	48	112	40	52	63	80	40	33
	50%	50%	49%	-	100%	33%	51%	52%	46%	47%	52%	49%	58%	54%	53%	58%	50%	38%	58%	57%	57%
				a		a	a											a	a		a

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

S2. Do you have knowledge and/ or responsibility in the decision-making for your company's compliance/ procurement function?

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
Significance Level: 95%		a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
I am the decision-maker	431	312	119	211	220	54	219	158	24	186	216	289	71	76	147	57	77	124	106	59	17
	70%	75%	58%	68%	72%	81%	83%	55%	92%	83%	63%	76%	86%	85%	69%	83%	73%	75%	77%	84%	29%
		b		c	c	c	c	c	c	c	c	df	df	d	d	d	d	d	d	d	d
I participate in decision-making	187	102	85	101	86	13	44	130	2	37	129	90	12	13	65	12	28	41	31	11	41
	30%	25%	42%	32%	28%	19%	17%	45%	8%	17%	37%	24%	14%	15%	31%	17%	27%	25%	23%	16%	71%
		a		ab	ab	ab	ab	ab	b	b	b	bce	bce	bce	bc	bc	bc	bc	bc	bc	abc
I know about compliance/ procurement management at my organisation, but am not directly involved in the decision-making	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
I am not involved in the decision-making nor do I know about compliance/ procurement management at my organisation	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

D1. How many people are employed by your organisation globally?

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%
1-10	5 1%	5 1%	-	4 1%	1 *	5 7%	-	-	2 8%	2 1%	1 *	5 1%	2 2%	3 3%	-	-	4 2%	-	-	-	-
11-50	9 1%	9 2%	-	7 2%	2 1%	9 13%	-	-	2 8%	6 3%	1 *	8 2%	3 4%	3 3%	-	-	3 2%	1 1%	-	-	-
51-250	53 9%	37 9%	16 8%	34 11%	19 6%	53 79%	-	-	6 23%	30 13%	16 5%	35 9%	13 16%	11 12%	18 8%	4 6%	3 3%	14 8%	11 8%	6 9%	3 5%
251-1,000	263 43%	185 45%	78 38%	130 42%	133 43%	-	263 100%	-	15 58%	136 61%	107 31%	166 44%	41 49%	49 55%	99 47%	34 49%	40 38%	72 44%	82 60%	23 33%	15 26%
More than a 1,000	288 47%	178 43%	110 54%	137 44%	151 49%	-	-	288 100%	1 4%	49 22%	220 64%	165 44%	24 29%	23 26%	95 45%	31 45%	62 59%	72 44%	43 31%	41 59%	40 69%
Prefer not to say	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-
NETS																					
Net: 1-250	67 11%	51 12%	16 8%	45 14%	22 7%	67 100%	-	-	10 38%	38 17%	18 5%	48 13%	18 22%	17 19%	18 8%	4 6%	3 3%	21 13%	12 9%	6 9%	3 5%

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

D2. Which of the following best reflects your company's annual turnover? If you are unsure, please select the band that you believe is most accurate.

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%
Under £/\$ 1 million	26 4%	19 5%	7 3%	14 4%	12 4%	10 15% bc	15 6% c	1 *	26 100%	- -	- -	17 4%	7 8% df	5 6% c	6 3%	2 3% 2%	2 2%	13 8% c	4 3%	- -	3 5%
Between £/\$ 1 million and £/\$ 10 million	223 36%	169 41% b	54 26%	118 38%	105 34%	38 57% c	136 52% c	49 17%	- -	223 100% c	- -	144 38%	43 52% adf	49 55% adf	73 34%	28 41%	35 33%	81 49% bcd	51 37%	23 33%	14 24%
Above £/\$ 10 million	345 56%	209 50%	136 67% a	164 53%	181 59%	18 27%	107 41% a	220 76% ab	- -	- -	345 100% b	201 53% bc	33 40%	35 39%	132 62% abc	39 57% bc	68 65% abc	70 42%	81 59% a	47 67% a	32 55%
Prefer not to say	24 4%	17 4%	7 3%	16 5%	8 3%	1 1%	5 2%	18 6% b	- -	- -	- -	17 4% bcdf	- -	- -	1 *	- -	- -	1 1%	1 1%	- -	9 16% abc

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

D3. Which of the following best describes your company sector?

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
Significance Level: 95%		a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%
Financial services (e.g. banking, accounting, credit institutions, card, payments, others)	165 27%	122 29%	43 21%	102 33%	63 21%	21 31%	72 27%	72 25%	13 50%	81 36%	70 20%	97 26%	27 33%	27 30%	48 23%	16 23%	45 43%	165 100%	- -	- -	- -
Auditing	3 *	- -	3 1%	2 1%	1 *	- -	3 1%	- -	- -	1 *	2 1%	- -	1 1%	- -	1 *	- -	1 1%	- -	- -	- -	- -
Legal	21 3%	12 3%	9 4%	12 4%	9 3%	3 4%	12 5%	6 2%	3 12%	10 4%	7 2%	10 3%	5 6%	3 3%	6 3%	1 1%	4 4%	- -	- -	- -	- -
Manufacturing	137 22%	106 26%	31 15%	57 18%	80 26%	12 18%	82 31%	43 15%	4 15%	51 23%	81 23%	97 26%	21 25%	30 34%	49 23%	21 30%	14 13%	- -	137 100%	- -	- -
Oil and gas	20 3%	15 4%	5 2%	10 3%	10 3%	3 4%	10 4%	7 2%	- -	8 4%	12 3%	11 3%	2 2%	6 7%	7 3%	1 1%	3 3%	- -	- -	- -	- -
Utilities	24 4%	14 3%	10 5%	12 4%	12 4%	8 12%	5 2%	11 4%	1 4%	9 4%	13 4%	12 3%	5 6%	4 4%	10 5%	- -	2 2%	- -	- -	- -	- -
Logistics	24 4%	12 3%	12 6%	10 3%	14 5%	3 4%	13 5%	8 3%	- -	9 4%	14 4%	16 4%	8 10%	3 3%	11 5%	4 6%	2 2%	- -	- -	- -	- -
Retail	70 11%	31 7%	39 19%	30 10%	40 13%	6 9%	23 9%	41 14%	- -	23 10%	47 14%	48 13%	9 11%	11 12%	38 18%	20 29%	9 9%	- -	- -	70 100%	- -
Government agencies	58 9%	20 5%	38 19%	25 8%	33 11%	3 4%	15 6%	40 14%	3 12%	14 6%	32 9%	17 4%	1 1%	- -	27 13%	- -	6 6%	- -	- -	- -	58 100%
Fast-moving consumer goods (FMCG)	5 1%	- -	5 2%	2 1%	3 1%	1 1%	2 1%	2 1%	1 4%	- -	4 1%	3 1%	- -	- -	3 1%	2 3%	2 2%	- -	- -	- -	- -
Consumer packaged goods (CPG)	17 3%	17 4%	- -	10 3%	7 2%	2 3%	2 1%	13 5%	- -	1 *	15 4%	9 2%	2 2%	2 2%	4 2%	3 4%	8 8%	- -	- -	- -	- -

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

D3. Which of the following best describes your company sector?

Base: All respondents

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Pharmaceuticals	8	8	-	4	4	1	2	5	-	-	8	6	-	-	-	2	-	-	-	-	
	1%	2%	-	1%	1%	1%	1%	2%	-	-	2%	2%	-	-	-	2%	-	-	-	-	
		b								b					d						
Other	66	57	9	36	30	4	22	40	1	16	40	53	2	3	8	1	7	-	-	-	-
	11%	14%	4%	12%	10%	6%	8%	14%	4%	7%	12%	14%	2%	3%	4%	1%	7%	-	-	-	-
		b						b				bdef									

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

D4. Which of the following locations do you support in your onboarding activity?

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
Significance Level: 95%		a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%
North America	379 61%	326 79%	53 26%	192 62%	187 61%	48 72%	166 63%	165 57%	17 65%	144 65%	201 58%	379 100%	57 69%	74 83%	109 51%	54 78%	-	97 59%	97 71%	48 69%	17 29%
Latin America (including Mexico)	89 14%	73 18%	16 8%	41 13%	48 16%	17 25%	49 19%	23 8%	5 19%	49 22%	35 10%	74 20%	39 47%	89 100%	52 25%	22 32%	-	27 16%	30 22%	11 16%	-
Middle East & North Africa	75 12%	40 10%	35 17%	33 11%	42 14%	15 22%	36 14%	24 8%	6 23%	38 17%	31 9%	55 15%	75 90%	34 38%	56 26%	23 33%	-	26 16%	17 12%	9 13%	1 2%
Europe (including Turkey)	212 34%	68 16%	144 71%	100 32%	112 37%	18 27%	99 38%	95 33%	6 23%	73 33%	132 38%	109 29%	60 72%	52 58%	212 100%	60 87%	-	48 29%	49 36%	38 54%	27 47%
Africa (Sub Saharan)	27 4%	14 3%	13 6%	10 3%	17 6%	8 12%	13 5%	6 2%	2 8%	14 6%	11 3%	14 4%	27 33%	19 21%	21 10%	11 16%	-	11 7%	7 5%	2 3%	-
Asia-Pacific (including Russia)	69 11%	37 9%	32 16%	29 9%	40 13%	4 6%	34 13%	31 11%	2 8%	28 13%	39 11%	54 14%	24 29%	22 25%	60 28%	69 100%	-	16 10%	21 15%	20 29%	-
Global	105 17%	66 16%	39 19%	53 17%	52 17%	3 4%	40 15%	62 22%	2 8%	35 16%	68 20%	-	-	-	-	-	105 100%	45 27%	14 10%	9 13%	6 10%
Prefer not to say	13 2%	3 1%	10 5%	6 2%	7 2%	-	4 2%	9 3%	-	3 1%	4 1%	-	-	-	-	-	-	-	1 1%	-	8 14%

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q1. How confident, if at all, are you in the current effectiveness of compliance/ procurement as a function?

Base: All respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR			
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
Significance Level: 95%		a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%
Very confident (5.0)	318 51%	243 59%	75 37%	151 48%	167 55%	28 42%	153 58%	137 48%	15 58%	125 56%	171 50%	203 54%	47 57%	57 64%	91 43%	32 46%	69 66%	111 67%	66 48%	35 50%	21 36%
Fairly confident (4.0)	255 41%	146 35%	109 53%	143 46%	112 37%	33 49%	94 36%	128 44%	7 27%	79 35%	154 45%	156 41%	25 30%	25 28%	104 49%	35 51%	30 29%	43 26%	60 44%	33 47%	29 50%
Neutral (3.0)	32 5%	17 4%	15 7%	11 4%	21 7%	- -	12 5%	20 7%	- -	13 6%	17 5%	15 4%	6 7%	3 3%	14 7%	2 3%	5 5%	6 4%	10 7%	1 1%	7 12%
Not very confident (2.0)	5 1%	2 *	3 1%	2 1%	3 1%	1 1%	3 1%	1 *	1 4%	3 1%	1 *	- -	3 4%	1 1%	1 *	- -	- -	- -	1 1%	- -	1 2%
Not at all confident (1.0)	8 1%	6 1%	2 1%	5 2%	3 1%	5 7%	1 *	2 1%	3 12%	3 1%	2 1%	5 1%	2 2%	3 3%	2 1%	- -	1 1%	5 3%	- -	1 1%	- -
NETS																					
Net: Confident	573 93%	389 94%	184 90%	294 94%	279 91%	61 91%	247 94%	265 92%	22 85%	204 91%	325 94%	359 95%	72 87%	82 92%	195 92%	67 97%	99 94%	154 93%	126 92%	68 97%	50 86%
Net: Not confident	13 2%	8 2%	5 2%	7 2%	6 2%	6 9%	4 2%	3 1%	4 15%	6 3%	3 1%	5 1%	5 6%	4 4%	3 1%	- -	1 1%	5 3%	1 1%	1 1%	1 2%
Mean score	4.41	4.49	4.24	4.39	4.43	4.16	4.50	4.38	4.15	4.43	4.42	4.46	4.35	4.48	4.33	4.43	4.58	4.55	4.39	4.44	4.21
Standard deviation	.74	.73	.73	.74	.75	1.07	.68	.69	1.35	.78	.66	.70	.94	.89	.70	.56	.68	.83	.66	.67	.72
Standard error	.03	.04	.05	.04	.04	.13	.04	.04	.26	.05	.04	.04	.10	.09	.05	.07	.07	.06	.06	.08	.09

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q2. How confident, if at all, are you in the future effectiveness of compliance/ procurement as a function?

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
Significance Level: 95%		a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%
Very confident	(5.0) 339 55%	260 63%	79 39%	170 54%	169 55%	34 51%	159 60%	146 51%	18 69%	136 61%	177 51%	224 59%	47 57%	59 66%	94 44%	33 48%	68 65%	114 69%	73 53%	33 47%	24 41%
Fairly confident	(4.0) 222 36%	124 30%	98 48%	113 36%	109 36%	21 31%	86 33%	115 40%	4 15%	67 30%	140 41%	128 34%	25 30%	19 21%	96 45%	34 49%	29 28%	36 22%	54 39%	34 49%	26 45%
Neutral	(3.0) 41 7%	17 4%	24 12%	20 6%	21 7%	6 9%	15 6%	20 7%	- -	15 7%	21 6%	20 5%	5 6%	7 8%	20 9%	1 1%	4 4%	9 5%	7 5%	2 3%	7 12%
Not very confident	(2.0) 10 2%	7 2%	3 1%	3 1%	7 2%	2 3%	2 1%	6 2%	1 4%	4 2%	5 1%	4 1%	2 2%	2 2%	2 1%	1 1%	3 3%	3 2%	1 1%	1 1%	1 2%
Not at all confident	(1.0) 4 1%	4 1%	- -	4 1%	- -	3 4%	1 *	- -	3 12%	1 *	- -	3 1%	3 4%	2 2%	- -	- -	- -	3 2%	1 1%	- -	- -
Don't know	2 *	2 *	- -	2 1%	- -	1 1%	- -	1 *	- -	- -	2 1%	- -	1 1%	- -	- -	- -	1 1%	- -	1 1%	- -	- -
NETS																					
Net: Confident	561 91%	384 93%	177 87%	283 91%	278 91%	55 82%	245 93%	261 91%	22 85%	203 91%	317 92%	352 93%	72 87%	78 88%	190 90%	67 97%	97 92%	150 91%	127 93%	67 96%	50 86%
Net: Not confident	14 2%	11 3%	3 1%	7 2%	7 2%	5 7%	3 1%	6 2%	4 15%	5 2%	5 1%	7 2%	5 6%	4 4%	2 1%	1 1%	3 3%	6 4%	2 1%	1 1%	1 2%
Mean score	4.43	4.53 b	4.24	4.43	4.44	4.23	4.52 ac	4.40	4.27	4.49	4.43	4.49 d	4.35	4.47	4.33	4.43	4.56 d	4.55 d	4.45	4.41	4.26
Standard deviation	.74	.74	.71	.77	.72	1.05	.68	.71	1.37	.74	.68	.72	.97	.91	.68	.61	.71	.83	.70	.63	.74
Standard error	.03	.04	.05	.04	.04	.13	.04	.04	.27	.05	.04	.04	.11	.10	.05	.07	.07	.06	.06	.07	.10

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q2. How confident, if at all, are you in the future effectiveness of compliance/ procurement as a function?

Base: All respondents (excluding don't know)

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
Significance Level: 95%		a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d
Total	616 100%	412 100%	204 100%	310 100%	306 100%	66 100%	263 100%	287 100%	26 100%	223 100%	343 100%	379 100%	82 100%	89 100%	212 100%	69 100%	104 100%	165 100%	136 100%	70 100%	58 100%
Very confident (5.0)	339 55%	260 63%	79 39%	170 55%	169 55%	34 52%	159 60%	146 51%	18 69%	136 61%	177 52%	224 59%	47 57%	59 66%	94 44%	33 48%	68 65%	114 69%	73 54%	33 47%	24 41%
Fairly confident (4.0)	222 36%	124 30%	98 48%	113 36%	109 36%	21 32%	86 33%	115 40%	4 15%	67 30%	140 41%	128 34%	25 30%	19 21%	96 45%	34 49%	29 28%	36 22%	54 40%	34 49%	26 45%
Neutral (3.0)	41 7%	17 4%	24 12%	20 6%	21 7%	6 9%	15 6%	20 7%	- -	15 7%	21 6%	20 5%	5 6%	7 8%	20 9%	1 1%	4 4%	9 5%	7 5%	2 3%	7 12%
Not very confident (2.0)	10 2%	7 2%	3 1%	3 1%	7 2%	2 3%	2 1%	6 2%	1 4%	4 2%	5 1%	4 1%	2 2%	2 2%	2 1%	1 1%	3 3%	3 2%	1 1%	1 1%	1 2%
Not at all confident (1.0)	4 1%	4 1%	- -	4 1%	- -	3 5%	1 *	- -	3 12%	1 *	- -	3 1%	3 4%	2 2%	- -	- -	- -	3 2%	1 1%	- -	- -
NETS																					
Net: Confident	561 91%	384 93%	177 87%	283 91%	278 91%	55 83%	245 93%	261 91%	22 85%	203 91%	317 92%	352 93%	72 88%	78 88%	190 90%	67 97%	97 93%	150 91%	127 93%	67 96%	50 86%
Net: Not confident	14 2%	11 3%	3 1%	7 2%	7 2%	5 8%	3 1%	6 2%	4 15%	5 2%	5 1%	7 2%	5 6%	4 4%	2 1%	1 1%	3 3%	6 4%	2 1%	1 1%	1 2%
Mean score	4.43	4.53 b	4.24	4.43	4.44	4.23	4.52 ac	4.40	4.27	4.49	4.43	4.49 d	4.35	4.47	4.33	4.43	4.56 d	4.55 d	4.45	4.41	4.26
Standard deviation	.74	.74	.71	.77	.72	1.05	.68	.71	1.37	.74	.68	.72	.97	.91	.68	.61	.71	.83	.70	.63	.74
Standard error	.03	.04	.05	.04	.04	.13	.04	.04	.27	.05	.04	.04	.11	.10	.05	.07	.07	.06	.06	.07	.10

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d



Compliance and Procurement Sentiment

Q3a_SUM. Below is a list of activities within a compliance function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

SUMMARY TABLE

Base: All compliance respondents

	Total					NETS		Mean
		Highest priority	Second highest priority	Third highest priority	Not selected in top 3	Top 3		
Responding to existing legislation	312 100%	70 22%	81 26%	52 17%	109 35%	203 65%	1.91	
Preparing for upcoming legislation	312 100%	62 20%	65 21%	75 24%	110 35%	202 65%	2.06	
Setting regulatory strategy	312 100%	76 24%	59 19%	58 19%	119 38%	193 62%	1.91	
Preparedness for inspectors	312 100%	45 14%	55 18%	60 19%	152 49%	160 51%	2.09	
Generating internal buy-in	312 100%	57 18%	46 15%	52 17%	157 50%	155 50%	1.97	
Other	312 100%	2 1%	-	2 1%	308 99%	4 1%	2.00	

Compliance and Procurement Sentiment

Q3a_TOP3. Below is a list of activities within a compliance function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

TOP 3 SUMMARY

Base: All compliance respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	312	208	104	312	-	45	130	137	14	118	164	192	35	41	100	29	53	102	57	30	25
	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Responding to existing legislation	203	126	77	203	-	24	86	93	8	68	117	117	17	24	73	18	36	66	40	17	18
	65%	61%	74%	65%	-	53%	66%	68%	57%	58%	71%	61%	49%	59%	73%	62%	68%	65%	70%	57%	72%
			a							b				ab							
Preparing for upcoming legislation	202	121	81	202	-	29	80	93	9	74	111	116	22	24	76	22	32	77	34	18	15
	65%	58%	78%	65%	-	64%	62%	68%	64%	63%	68%	60%	63%	59%	76%	76%	60%	75%	60%	60%	60%
			a											acf				b			
Setting regulatory strategy	193	126	67	193	-	25	82	86	7	75	102	116	24	25	62	20	34	58	32	27	17
	62%	61%	64%	62%	-	56%	63%	63%	50%	64%	62%	60%	69%	61%	62%	69%	64%	57%	56%	90%	68%
																				ab	
Preparedness for inspectors	160	116	44	160	-	28	61	71	5	62	84	107	20	22	42	17	29	46	30	15	12
	51%	56%	42%	51%	-	62%	47%	52%	36%	53%	51%	56%	57%	54%	42%	59%	55%	45%	53%	50%	48%
			b									d									
Generating internal buy-in	155	113	42	155	-	23	68	64	4	69	74	102	16	22	46	10	28	51	27	13	13
	50%	54%	40%	50%	-	51%	52%	47%	29%	58%	45%	53%	46%	54%	46%	34%	53%	50%	47%	43%	52%
			b							c											
Other	4	4	-	4	-	1	1	2	1	-	2	4	1	1	-	-	-	1	1	-	-
	1%	2%	-	1%	-	2%	1%	1%	7%	-	1%	2%	3%	2%	-	-	-	1%	2%	-	-

Columns Tested: a, b - a, b - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q3a_1. Below is a list of activities within a compliance function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

Responding to existing legislation

Base: All compliance respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	312	208	104	312	-	45	130	137	14	118	164	192	35	41	100	29	53	102	57	30	25	
	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Highest priority	(1.0) 70	40	30	70	-	6	28	36	2	21	44	40	6	6	28	9	13	21	13	8	6	
	22%	19%	29%	22%	-	13%	22%	26%	14%	18%	27%	21%	17%	15%	28%	31%	25%	21%	23%	27%	24%	
Second highest priority	(2.0) 81	51	30	81	-	11	37	33	-	31	49	49	9	14	33	8	10	26	14	7	9	
	26%	25%	29%	26%	-	24%	28%	24%	-	26%	30%	26%	26%	34%	33%	28%	19%	25%	25%	23%	36%	
Third highest priority	(3.0) 52	35	17	52	-	7	21	24	6	16	24	28	2	4	12	1	13	19	13	2	3	
	17%	17%	16%	17%	-	16%	16%	18%	43%	14%	15%	15%	6%	10%	12%	3%	25%	19%	23%	7%	12%	
Not selected in top 3	109	82	27	109	-	21	44	44	6	50	47	75	18	17	27	11	17	36	17	13	7	
	35%	39%	26%	35%	-	47%	34%	32%	43%	42%	29%	39%	51%	41%	27%	38%	32%	35%	30%	43%	28%	
		b								c		d	d									
NETS																						
Net: Top 3	203	126	77	203	-	24	86	93	8	68	117	117	17	24	73	18	36	66	40	17	18	
	65%	61%	74%	65%	-	53%	66%	68%	57%	58%	71%	61%	49%	59%	73%	62%	68%	65%	70%	57%	72%	
		a								b				ab								
Mean score	1.91	1.96	1.83	1.91	-	2.04	1.92	1.87	2.50	1.93	1.83	1.90	1.76	1.92	1.78	1.56	2.00	1.97	2.00	1.65	1.83	
Standard deviation	.77	.77	.77	.77	-	.75	.75	.80	.93	.74	.75	.76	.66	.65	.71	.62	.86	.78	.82	.70	.71	
Standard error	.05	.07	.09	.05	-	.15	.08	.08	.33	.09	.07	.07	.16	.13	.08	.15	.14	.10	.13	.17	.17	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q3a_2. Below is a list of activities within a compliance function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

Generating internal buy-in

Base: All compliance respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	312	208	104	312	-	45	130	137	14	118	164	192	35	41	100	29	53	102	57	30	25	
	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Highest priority	(1.0) 57	42	15	57	-	8	24	25	3	23	26	39	7	9	16	4	8	18	8	4	7	
	18%	20%	14%	18%	-	18%	18%	18%	21%	19%	16%	20%	20%	22%	16%	14%	15%	18%	14%	13%	28%	
Second highest priority	(2.0) 46	30	16	46	-	7	22	17	1	20	23	27	4	8	19	4	11	15	13	5	2	
	15%	14%	15%	15%	-	16%	17%	12%	7%	17%	14%	14%	11%	20%	19%	14%	21%	15%	23%	17%	8%	
Third highest priority	(3.0) 52	41	11	52	-	8	22	22	-	26	25	36	5	5	11	2	9	18	6	4	4	
	17%	20%	11%	17%	-	18%	17%	16%	-	22%	15%	19%	14%	12%	11%	7%	17%	18%	11%	13%	16%	
Not selected in top 3	157	95	62	157	-	22	62	73	10	49	90	90	19	19	54	19	25	51	30	17	12	
	50%	46%	60%	50%	-	49%	48%	53%	71%	42%	55%	47%	54%	46%	54%	66%	47%	50%	53%	57%	48%	
NETS																						
Net: Top 3	155	113	42	155	-	23	68	64	4	69	74	102	16	22	46	10	28	51	27	13	13	
	50%	54%	40%	50%	-	51%	52%	47%	29%	58%	45%	53%	46%	54%	46%	34%	53%	50%	47%	43%	52%	
Mean score	1.97	1.99	1.90	1.97	-	2.00	1.97	1.95	1.25	2.04	1.99	1.97	1.88	1.82	1.89	1.80	2.04	2.00	1.93	2.00	1.77	
Standard deviation	.84	.86	.79	.84	-	.85	.83	.86	.50	.85	.84	.86	.89	.80	.77	.79	.79	.85	.73	.82	.93	
Standard error	.07	.08	.12	.07	-	.18	.10	.11	.25	.10	.10	.09	.22	.17	.11	.25	.15	.12	.14	.23	.26	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q3a_3. Below is a list of activities within a compliance function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

Preparing for upcoming legislation

Base: All compliance respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR			
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	312 100%	208 100%	104 100%	312 100%	-	45 100%	130 100%	137 100%	14 100%	118 100%	164 100%	192 100%	35 100%	41 100%	100 100%	29 100%	53 100%	102 100%	57 100%	30 100%	25 100%
Highest priority	(1.0) 62 20%	37 18%	25 24%	62 20%	-	11 24%	23 18%	28 20%	4 29%	23 19%	32 20%	37 19%	9 26%	10 24%	23 23%	6 21%	9 17%	22 22%	11 19%	7 23%	5 20%
Second highest priority	(2.0) 65 21%	42 20%	23 22%	65 21%	-	8 18%	30 23%	27 20%	5 36%	23 19%	34 21%	37 19%	2 6%	5 12%	19 19%	5 17%	14 26%	27 26%	10 18%	6 20%	5 20%
Third highest priority	(3.0) 75 24%	42 20%	33 32% a	75 24%	-	10 22%	27 21%	38 28%	-	28 24%	45 27%	42 22%	11 31%	9 22%	34 34% af	11 38%	9 17%	28 27%	13 23%	5 17%	5 20%
Not selected in top 3	110 35%	87 42% b	23 22%	110 35%	-	16 36%	50 38%	44 32%	5 36%	44 37%	53 32%	76 40% d	13 37%	17 41% d	24 24%	7 24%	21 40% d	25 25%	23 40% a	12 40%	10 40%
NETS																					
Net: Top 3	202 65%	121 58%	81 78% a	202 65%	-	29 64%	80 62%	93 68%	9 64%	74 63%	111 68%	116 60%	22 63%	24 59%	76 76% acf	22 76%	32 60% b	77 75%	34 60%	18 60%	15 60%
Mean score	2.06	2.04	2.10	2.06	-	1.97	2.05	2.11	1.56	2.07	2.12	2.04	2.09	1.96	2.14	2.23	2.00	2.08	2.06	1.89	2.00
Standard deviation	.82	.81	.85	.82	-	.87	.79	.84	.53	.83	.83	.83	.97	.91	.86	.87	.76	.81	.85	.83	.85
Standard error	.06	.07	.09	.06	-	.16	.09	.09	.18	.10	.08	.08	.21	.19	.10	.19	.13	.09	.15	.20	.22

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q3a_4. Below is a list of activities within a compliance function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

Setting regulatory strategy

Base: All compliance respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	312	208	104	312	-	45	130	137	14	118	164	192	35	41	100	29	53	102	57	30	25	
	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Highest priority	(1.0) 76	54	22	76	-	11	35	30	3	31	39	45	6	9	21	5	16	27	13	10	5	
	24%	26%	21%	24%	-	24%	27%	22%	21%	26%	24%	23%	17%	22%	21%	17%	30%	26%	23%	33%	20%	
Second highest priority	(2.0) 59	37	22	59	-	7	20	32	2	25	30	37	11	7	18	9	8	17	9	8	4	
	19%	18%	21%	19%	-	16%	15%	23%	14%	21%	18%	19%	31%	17%	18%	31%	15%	17%	16%	27%	16%	
Third highest priority	(3.0) 58	35	23	58	-	7	27	24	2	19	33	34	7	9	23	6	10	14	10	9	8	
	19%	17%	22%	19%	-	16%	21%	18%	14%	16%	20%	18%	20%	22%	23%	21%	19%	14%	18%	30%	32%	
Not selected in top 3	119	82	37	119	-	20	48	51	7	43	62	76	11	16	38	9	19	44	25	3	8	
	38%	39%	36%	38%	-	44%	37%	37%	50%	36%	38%	40%	31%	39%	38%	31%	36%	43%	44%	10%	32%	
NETS																						
Net: Top 3	193	126	67	193	-	25	82	86	7	75	102	116	24	25	62	20	34	58	32	27	17	
	62%	61%	64%	62%	-	56%	63%	63%	50%	64%	62%	60%	69%	61%	62%	69%	64%	57%	56%	90%	68%	
																				ab		
Mean score	1.91	1.85	2.01	1.91	-	1.84	1.90	1.93	1.86	1.84	1.94	1.91	2.04	2.00	2.03	2.05	1.82	1.78	1.91	1.96	2.18	
Standard deviation	.83	.83	.83	.83	-	.85	.87	.79	.90	.81	.84	.82	.75	.87	.85	.76	.87	.82	.86	.85	.88	
Standard error	.06	.07	.10	.06	-	.17	.10	.09	.34	.09	.08	.08	.15	.17	.11	.17	.15	.11	.15	.16	.21	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q3a_5. Below is a list of activities within a compliance function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

Preparedness for inspectors

Base: All compliance respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	312	208	104	312	-	45	130	137	14	118	164	192	35	41	100	29	53	102	57	30	25
	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Highest priority	(1.0) 45	33	12	45	-	9	19	17	2	20	22	29	7	7	12	5	7	14	11	1	2
	14%	16%	12%	14%	-	20%	15%	12%	14%	17%	13%	15%	20%	17%	12%	17%	13%	14%	19%	3%	8%
Second highest priority	(2.0) 55	42	13	55	-	11	17	27	3	17	28	38	7	5	11	3	10	15	8	4	5
	18%	20%	13%	18%	-	24%	13%	20%	21%	14%	17%	20%	20%	12%	11%	10%	19%	15%	14%	13%	20%
Third highest priority	(3.0) 60	41	19	60	-	8	25	27	-	25	34	40	6	10	19	9	12	17	11	10	5
	19%	20%	18%	19%	-	18%	19%	20%	-	21%	21%	21%	17%	24%	19%	31%	23%	17%	19%	33%	20%
Not selected in top 3	152	92	60	152	-	17	69	66	9	56	80	85	15	19	58	12	24	56	27	15	13
	49%	44%	58%	49%	-	38%	53%	48%	64%	47%	49%	44%	43%	46%	58%	41%	45%	55%	47%	50%	52%
			a											a							
NETS																					
Net: Top 3	160	116	44	160	-	28	61	71	5	62	84	107	20	22	42	17	29	46	30	15	12
	51%	56%	42%	51%	-	62%	47%	52%	36%	53%	51%	56%	57%	54%	42%	59%	55%	45%	53%	50%	48%
		b										d									
Mean score	2.09	2.07	2.16	2.09	-	1.96	2.10	2.14	1.60	2.08	2.14	2.10	1.95	2.14	2.17	2.24	2.17	2.07	2.00	2.60	2.25
Standard deviation	.81	.80	.83	.81	-	.79	.85	.78	.55	.86	.81	.80	.83	.89	.85	.90	.80	.83	.87	.63	.75
Standard error	.06	.07	.13	.06	-	.15	.11	.09	.24	.11	.09	.08	.18	.19	.13	.22	.15	.12	.16	.16	.22

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q3a_6. Below is a list of activities within a compliance function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

Other

Base: All compliance respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	312	208	104	312	-	45	130	137	14	118	164	192	35	41	100	29	53	102	57	30	25	
	100%	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Highest priority	(1.0) 2	2	-	2	-	-	1	1	-	-	1	2	-	-	-	-	-	-	1	-	-	
	1%	1%	-	1%	-	-	1%	1%	-	-	1%	1%	-	-	-	-	-	-	2%	-	-	
Second highest priority	(2.0) -	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
Third highest priority	(3.0) 2	2	-	2	-	1	-	1	1	-	1	2	1	1	-	-	-	1	-	-	-	
	1%	1%	-	1%	-	2%	-	1%	7%	-	1%	1%	3%	2%	-	-	-	1%	-	-	-	
Not selected in top 3	308	204	104	308	-	44	129	135	13	118	162	188	34	40	100	29	53	101	56	30	25	
	99%	98%	100%	99%	-	98%	99%	99%	93%	100%	99%	98%	97%	98%	100%	100%	100%	99%	98%	100%	100%	
NETS																						
Net: Top 3	4	4	-	4	-	1	1	2	1	-	2	4	1	1	-	-	-	1	1	-	-	
	1%	2%	-	1%	-	2%	1%	1%	7%	-	1%	2%	3%	2%	-	-	-	1%	2%	-	-	
Mean score	2.00	2.00	-	2.00	-	3.00	1.00	2.00	3.00	-	2.00	2.00	3.00	3.00	-	-	-	3.00	1.00	-	-	
Standard deviation	1.15	1.15	-	1.15	-	-	-	1.41	-	-	1.41	1.15	-	-	-	-	-	-	-	-	-	
Standard error	.58	.58	-	.58	-	-	-	1.00	-	-	1.00	.58	-	-	-	-	-	-	-	-	-	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q3b_SUM. Below is a list of activities within a procurement function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

SUMMARY TABLE

Base: All procurement respondents

	Total					NETS		Mean
		Highest priority	Second highest priority	Third highest priority	Not selected in top 3	Top 3		
Monitoring supplier performance	306 100%	43 14%	53 17%	41 13%	169 55%	137 45%	1.99	
Vendor management	306 100%	52 17%	49 16%	28 9%	177 58%	129 42%	1.81	
Process management	306 100%	34 11%	44 14%	39 13%	189 62%	117 38%	2.04	
Laws and regulation	306 100%	42 14%	31 10%	42 14%	191 62%	115 38%	2.00	
Supplier spend analysis	306 100%	34 11%	40 13%	38 12%	194 63%	112 37%	2.04	
Developing and guiding policy and procedure (creating best practice)	306 100%	41 13%	24 8%	46 15%	195 64%	111 36%	2.05	
Data management	306 100%	31 10%	38 12%	29 9%	208 68%	98 32%	1.98	
Market research and analysis	306 100%	26 8%	22 7%	37 12%	221 72%	85 28%	2.13	
Other	306 100%	3 1%	-	1 *	302 99%	4 1%	1.50	

Compliance and Procurement Sentiment

Q3b_TOP3. Below is a list of activities within a procurement function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

TOP 3 SUMMARY

Base: All procurement respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	306	206	100	-	306	22	133	151	12	105	181	187	48	48	112	40	52	63	80	40	33
	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Monitoring supplier performance	137	90	47	-	137	5	58	74	5	41	86	84	21	17	52	18	21	25	45	15	15
	45%	44%	47%	-	45%	23%	44%	49%	42%	39%	48%	45%	44%	35%	46%	45%	40%	40%	56%	38%	45%
Vendor management	129	83	46	-	129	7	52	70	3	38	85	75	21	20	46	20	31	25	30	15	13
	42%	40%	46%	-	42%	32%	39%	46%	25%	36%	47%	40%	44%	42%	41%	50%	60% ad	40%	38%	38%	39%
Process management	117	79	38	-	117	7	52	58	6	41	67	80	17	19	49	18	17	32	29	17	10
	38%	38%	38%	-	38%	32%	39%	38%	50%	39%	37%	43%	35%	40%	44%	45%	33%	51%	36%	43%	30%
Laws and regulation	115	76	39	-	115	10	46	59	3	45	64	69	17	13	42	13	21	24	24	18	20
	38%	37%	39%	-	38%	45%	35%	39%	25%	43%	35%	37%	35%	27%	38%	33%	40%	38%	30%	45%	61% ab
Supplier spend analysis	112	71	41	-	112	11	48	53	4	31	76	65	13	15	45	13	18	16	34	13	8
	37%	34%	41%	-	37%	50%	36%	35%	33%	30%	42% b	35%	27%	31%	40%	33%	35%	25%	43% a	33%	24%
Developing and guiding policy and procedure (creating best practice)	111	78	33	-	111	9	44	58	6	37	63	69	16	20	37	13	15	22	27	14	14
	36%	38%	33%	-	36%	41%	33%	38%	50%	35%	35%	37%	33%	42%	33%	33%	29%	35%	34%	35%	42%
Data management	98	67	31	-	98	7	55	36	6	39	52	57	20	20	33	14	19	25	32	10	7
	32%	33%	31%	-	32%	32%	41% c	24%	50%	37%	29%	30%	42%	42%	29%	35%	37%	40%	40%	25%	21%
Market research and analysis	85	63	22	-	85	8	40	37	3	37	45	55	19	18	29	11	14	20	18	18	8
	28%	31%	22%	-	28%	36%	30%	25%	25%	35%	25%	29%	40%	38%	26%	28%	27%	32%	23%	45% b	24%
Other	4	3	1	-	4	-	-	4	-	-	3	3	-	-	1	-	-	-	1	-	2
	1%	1%	1%	-	1%	-	-	3%	-	-	2%	2%	-	-	1%	-	-	-	1%	-	6%

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q3b_1. Below is a list of activities within a procurement function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

Laws and regulation

Base: All procurement respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR			
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d
Significance Level: 95%																					
Total	306	206	100	-	306	22	133	151	12	105	181	187	48	48	112	40	52	63	80	40	33
	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Highest priority (1.0)	42	32	10	-	42	3	17	22	1	19	20	27	5	3	13	5	7	9	10	5	8
	14%	16%	10%	-	14%	14%	13%	15%	8%	18%	11%	14%	10%	6%	12%	13%	13%	14%	13%	13%	24%
Second highest priority (2.0)	31	19	12	-	31	4	11	16	1	13	16	22	4	5	12	4	3	7	6	7	5
	10%	9%	12%	-	10%	18%	8%	11%	8%	12%	9%	12%	8%	10%	11%	10%	6%	11%	8%	18%	15%
Third highest priority (3.0)	42	25	17	-	42	3	18	21	1	13	28	20	8	5	17	4	11	8	8	6	7
	14%	12%	17%	-	14%	14%	14%	14%	8%	12%	15%	11%	17%	10%	15%	10%	21%	13%	10%	15%	21%
Not selected in top 3	191	130	61	-	191	12	87	92	9	60	117	118	31	35	70	27	31	39	56	22	13
	62%	63%	61%	-	62%	55%	65%	61%	75%	57%	65%	63%	65%	73%	63%	68%	60%	62%	70%	55%	39%
																		d	d		
NETS																					
Net: Top 3	115	76	39	-	115	10	46	59	3	45	64	69	17	13	42	13	21	24	24	18	20
	38%	37%	39%	-	38%	45%	35%	39%	25%	43%	35%	37%	35%	27%	38%	33%	40%	38%	30%	45%	61%
																					ab
Mean score	2.00	1.91	2.18	-	2.00	2.00	2.02	1.98	2.00	1.87	2.13	1.90	2.18	2.15	2.10	1.92	2.19	1.96	1.92	2.06	1.95
Standard deviation	.86	.87	.82	-	.86	.82	.88	.86	1.00	.84	.86	.83	.88	.80	.85	.86	.93	.86	.88	.80	.89
Standard error	.08	.10	.13	-	.08	.26	.13	.11	.58	.13	.11	.10	.21	.22	.13	.24	.20	.18	.18	.19	.20

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q3b_2. Below is a list of activities within a procurement function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

Market research and analysis

Base: All procurement respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	306 100%	206 100%	100 100%	- -	306 100%	22 100%	133 100%	151 100%	12 100%	105 100%	181 100%	187 100%	48 100%	48 100%	112 100%	40 100%	52 100%	63 100%	80 100%	40 100%	33 100%	
Highest priority	(1.0) 26 8%	22 11%	4 4%	- -	26 8%	2 9%	15 11%	9 6%	1 8%	15 14%	10 6%	15 8%	4 8%	5 10%	8 7%	4 10%	6 12%	8 13%	4 5%	5 13%	3 9%	
Second highest priority	(2.0) 22 7%	12 6%	10 10%	- -	22 7%	2 9%	6 5%	14 9%	1 8%	7 7%	14 8%	11 6%	6 13%	2 4%	9 8%	2 5%	4 8%	3 5%	5 6%	6 15%	3 9%	
Third highest priority	(3.0) 37 12%	29 14%	8 8%	- -	37 12%	4 18%	19 14%	14 9%	1 8%	15 14%	21 12%	29 16%	9 19%	11 23%	12 11%	5 13%	4 8%	9 14%	9 11%	7 18%	2 6%	
Not selected in top 3	221 72%	143 69%	78 78%	- -	221 72%	14 64%	93 70%	114 75%	9 75%	68 65%	136 75%	132 71%	29 60%	30 63%	83 74%	29 73%	38 73%	43 68%	62 78%	22 55%	25 76%	
NETS																						
Net: Top 3	85 28%	63 31%	22 22%	- -	85 28%	8 36%	40 30%	37 25%	3 25%	37 35%	45 25%	55 29%	19 40%	18 38%	29 26%	11 28%	14 27%	20 32%	18 23%	18 45%	8 24%	
Mean score	2.13	2.11	2.18	-	2.13	2.25	2.10	2.14	2.00	2.00	2.24	2.25	2.26	2.33	2.14	2.09	1.86	2.05	2.28	2.11	1.88	
Standard deviation	.86	.90	.73	-	.86	.89	.93	.79	1.00	.91	.80	.87	.81	.91	.83	.94	.86	.94	.83	.83	.83	
Standard error	.09	.11	.16	-	.09	.31	.15	.13	.58	.15	.12	.12	.18	.21	.15	.28	.23	.21	.19	.20	.30	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q3b_3. Below is a list of activities within a procurement function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

Vendor management

Base: All procurement respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	306 100%	206 100%	100 100%	- -	306 100%	22 100%	133 100%	151 100%	12 100%	105 100%	181 100%	187 100%	48 100%	48 100%	112 100%	40 100%	52 100%	63 100%	80 100%	40 100%	33 100%	
Highest priority (1.0)	52 17%	32 16%	20 20%	- -	52 17%	4 18%	17 13%	31 21%	1 8%	12 11%	38 21%	30 16%	8 17%	9 19%	19 17%	9 23%	10 19%	11 17%	12 15%	4 10%	2 6%	
Second highest priority (2.0)	49 16%	31 15%	18 18%	- -	49 16%	2 9%	23 17%	24 16%	2 17%	17 16%	29 16%	27 14%	10 21%	8 17%	18 16%	8 20%	15 29%	10 16%	8 10%	8 20%	6 18%	
Third highest priority (3.0)	28 9%	20 10%	8 8%	- -	28 9%	1 5%	12 9%	15 10%	- -	9 9%	18 10%	18 10%	3 6%	3 6%	9 8%	3 8%	6 12%	4 6%	10 13%	3 8%	5 15%	
Not selected in top 3	177 58%	123 60%	54 54%	- -	177 58%	15 68%	81 61%	81 54%	9 75%	67 64%	96 53%	112 60%	27 56%	28 58%	66 59%	20 50%	21 40%	38 60%	50 63%	25 63%	20 61%	
NETS																						
Net: Top 3	129 42%	83 40%	46 46%	- -	129 42%	7 32%	52 39%	70 46%	3 25%	38 36%	85 47%	75 40%	21 44%	20 42%	46 41%	20 50%	31 60%	25 40%	30 38%	15 38%	13 39%	
Mean score	1.81	1.86	1.74	-	1.81	1.57	1.90	1.77	1.67	1.92	1.76	1.84	1.76	1.70	1.78	1.70	1.87	1.72	1.93	1.93	2.23	
Standard deviation	.77	.78	.74	-	.77	.79	.75	.78	.58	.75	.78	.79	.70	.73	.76	.73	.72	.74	.87	.70	.73	
Standard error	.07	.09	.11	-	.07	.30	.10	.09	.33	.12	.08	.09	.15	.16	.11	.16	.13	.15	.16	.18	.20	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q3b_4. Below is a list of activities within a procurement function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

Process management

Base: All procurement respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	306	206	100	-	306	22	133	151	12	105	181	187	48	48	112	40	52	63	80	40	33
	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Highest priority	(1.0) 34	24	10	-	34	-	20	14	-	15	19	25	6	6	12	4	5	11	9	4	2
	11%	12%	10%	-	11%	-	15%	9%	-	14%	10%	13%	13%	13%	11%	10%	10%	17%	11%	10%	6%
Second highest priority	(2.0) 44	32	12	-	44	3	20	21	4	14	25	28	8	7	16	4	8	10	9	4	5
	14%	16%	12%	-	14%	14%	15%	14%	33%	13%	14%	15%	17%	15%	14%	10%	15%	16%	11%	10%	15%
Third highest priority	(3.0) 39	23	16	-	39	4	12	23	2	12	23	27	3	6	21	10	4	11	11	9	3
	13%	11%	16%	-	13%	18%	9%	15%	17%	11%	13%	14%	6%	13%	19%	25%	8%	17%	14%	23%	9%
Not selected in top 3	189	127	62	-	189	15	81	93	6	64	114	107	31	29	63	22	35	31	51	23	23
	62%	62%	62%	-	62%	68%	61%	62%	50%	61%	63%	57%	65%	60%	56%	55%	67%	49%	64%	58%	70%
NETS																					
Net: Top 3	117	79	38	-	117	7	52	58	6	41	67	80	17	19	49	18	17	32	29	17	10
	38%	38%	38%	-	38%	32%	39%	38%	50%	39%	37%	43%	35%	40%	44%	45%	33%	51%	36%	43%	30%
Mean score	2.04	1.99	2.16	-	2.04	2.57	1.85	2.16	2.33	1.93	2.06	2.03	1.82	2.00	2.18	2.33	1.94	2.00	2.07	2.29	2.10
Standard deviation	.79	.78	.82	-	.79	.53	.78	.79	.52	.82	.80	.81	.73	.82	.81	.84	.75	.84	.84	.85	.74
Standard error	.07	.09	.13	-	.07	.20	.11	.10	.21	.13	.10	.09	.18	.19	.12	.20	.18	.15	.16	.21	.23

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d



Compliance and Procurement Sentiment

Q3b_5. Below is a list of activities within a procurement function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

Data management

Base: All procurement respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	306 100%	206 100%	100 100%	- -	306 100%	22 100%	133 100%	151 100%	12 100%	105 100%	181 100%	187 100%	48 100%	48 100%	112 100%	40 100%	52 100%	63 100%	80 100%	40 100%	33 100%	
Highest priority (1.0)	31 10%	18 9%	13 13%	- -	31 10%	3 14%	17 13%	11 7%	3 25%	13 12%	15 8%	21 11%	5 10%	7 15%	12 11%	4 10%	4 8%	8 13%	9 11%	6 15%	1 3%	
Second highest priority (2.0)	38 12%	27 13%	11 11%	- -	38 12%	3 14%	20 15%	15 10%	1 8%	15 14%	22 12%	24 13%	10 21%	8 17%	14 13%	8 20%	3 6%	9 14%	14 18%	3 8%	4 12%	
Third highest priority (3.0)	29 9%	22 11%	7 7%	- -	29 9%	1 5%	18 14%	10 7%	2 17%	11 10%	15 8%	12 6%	5 10%	5 10%	7 6%	2 5%	12 23%	8 13%	9 11%	1 3%	2 6%	
Not selected in top 3	208 68%	139 67%	69 69%	- -	208 68%	15 68%	78 59%	115 76%	6 50%	66 63%	129 71%	130 70%	28 58%	28 58%	79 71%	26 65%	33 63%	38 60%	48 60%	30 75%	26 79%	
NETS																						
Net: Top 3	98 32%	67 33%	31 31%	- -	98 32%	7 32%	55 41%	36 24%	6 50%	39 37%	52 29%	57 30%	20 42%	20 42%	33 29%	14 35%	19 37%	25 40%	32 40%	10 25%	7 21%	
Mean score	1.98	2.06	1.81	-	1.98	1.71	2.02	1.97	1.83	1.95	2.00	1.84	2.00	1.90	1.85	1.86	2.42	2.00	2.00	1.50	2.14	
Standard deviation	.79	.78	.79	-	.79	.76	.80	.77	.98	.79	.77	.75	.73	.79	.76	.66	.84	.82	.76	.71	.69	
Standard error	.08	.09	.14	-	.08	.29	.11	.13	.40	.13	.11	.10	.16	.18	.13	.18	.19	.16	.13	.22	.26	

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d



Compliance and Procurement Sentiment

Q3b_6. Below is a list of activities within a procurement function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

Developing and guiding policy and procedure (creating best practice)

Base: All procurement respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	306	206	100	-	306	22	133	151	12	105	181	187	48	48	112	40	52	63	80	40	33	
	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Highest priority (1.0)	41	29	12	-	41	6	14	21	4	12	25	22	7	9	17	5	6	7	13	5	6	
	13%	14%	12%	-	13%	27%	11%	14%	33%	11%	14%	12%	15%	19%	15%	13%	12%	11%	16%	13%	18%	
Second highest priority (2.0)	24	17	7	-	24	-	10	14	1	8	13	16	2	5	7	4	5	7	3	3	3	
	8%	8%	7%	-	8%	-	8%	9%	8%	8%	7%	9%	4%	10%	6%	10%	10%	11%	4%	8%	9%	
Third highest priority (3.0)	46	32	14	-	46	3	20	23	1	17	25	31	7	6	13	4	4	8	11	6	5	
	15%	16%	14%	-	15%	14%	15%	15%	8%	16%	14%	17%	15%	13%	12%	10%	8%	13%	14%	15%	15%	
Not selected in top 3	195	128	67	-	195	13	89	93	6	68	118	118	32	28	75	27	37	41	53	26	19	
	64%	62%	67%	-	64%	59%	67%	62%	50%	65%	65%	63%	67%	58%	67%	68%	71%	65%	66%	65%	58%	
NETS																						
Net: Top 3	111	78	33	-	111	9	44	58	6	37	63	69	16	20	37	13	15	22	27	14	14	
	36%	38%	33%	-	36%	41%	33%	38%	50%	35%	35%	37%	33%	42%	33%	33%	29%	35%	34%	35%	42%	
Mean score	2.05	2.04	2.06	-	2.05	1.67	2.14	2.03	1.50	2.14	2.00	2.13	2.00	1.85	1.89	1.92	1.87	2.05	1.93	2.07	1.93	
Standard deviation	.89	.89	.90	-	.89	1.00	.88	.88	.84	.89	.90	.87	.97	.88	.91	.86	.83	.84	.96	.92	.92	
Standard error	.08	.10	.16	-	.08	.33	.13	.12	.34	.15	.11	.11	.24	.20	.15	.24	.22	.18	.18	.25	.25	

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q3b_7. Below is a list of activities within a procurement function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

Monitoring supplier performance

Base: All procurement respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	306	206	100	-	306	22	133	151	12	105	181	187	48	48	112	40	52	63	80	40	33	
	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Highest priority	(1.0) 43	28	15	-	43	1	19	23	2	13	25	25	7	5	15	5	7	5	15	6	8	
	14%	14%	15%	-	14%	5%	14%	15%	17%	12%	14%	13%	15%	10%	13%	13%	13%	8%	19%	15%	24% a	
Second highest priority	(2.0) 53	36	17	-	53	3	24	26	1	13	37	33	4	7	19	5	7	11	20	5	2	
	17%	17%	17%	-	17%	14%	18%	17%	8%	12%	20%	18%	8%	15%	17%	13%	13%	17%	25% d	13%	6%	
Third highest priority	(3.0) 41	26	15	-	41	1	15	25	2	15	24	26	10	5	18	8	7	9	10	4	5	
	13%	13%	15%	-	13%	5%	11%	17%	17%	14%	13%	14%	21%	10%	16%	20%	13%	14%	13%	10%	15%	
Not selected in top 3	169	116	53	-	169	17	75	77	7	64	95	103	27	31	60	22	31	38	35	25	18	
	55%	56%	53%	-	55%	77%	56%	51%	58%	61%	52%	55%	56%	65%	54%	55%	60%	60%	44%	63%	55%	
NETS																						
Net: Top 3	137	90	47	-	137	5	58	74	5	41	86	84	21	17	52	18	21	25	45	15	15	
	45%	44%	47%	-	45%	23%	44%	49%	42%	39%	48%	45%	44%	35%	46%	45%	40%	40%	56%	38%	45%	
Mean score	1.99	1.98	2.00	-	1.99	2.00	1.93	2.03	2.00	2.05	1.99	2.01	2.14	2.00	2.06	2.17	2.00	2.16	1.89	1.87	1.80	
Standard deviation	.79	.78	.81	-	.79	.71	.77	.81	1.00	.84	.76	.78	.91	.79	.80	.86	.84	.75	.75	.83	.94	
Standard error	.07	.08	.12	-	.07	.32	.10	.09	.45	.13	.08	.09	.20	.19	.11	.20	.18	.15	.11	.22	.24	

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q3b_8. Below is a list of activities within a procurement function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

Supplier spend analysis

Base: All procurement respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	306	206	100	-	306	22	133	151	12	105	181	187	48	48	112	40	52	63	80	40	33	
	100%	100%	100%	-	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Highest priority	(1.0) 34	19	15	-	34	3	14	17	-	6	27	20	6	4	15	4	7	4	8	5	1	
	11%	9%	15%	-	11%	14%	11%	11%	-	6%	15%	11%	13%	8%	13%	10%	13%	6%	10%	13%	3%	
Second highest priority	(2.0) 40	28	12	-	40	4	17	19	1	15	24	24	4	5	16	5	7	6	15	4	4	
	13%	14%	12%	-	13%	18%	13%	13%	8%	14%	13%	13%	8%	10%	14%	13%	13%	10%	19%	10%	12%	
Third highest priority	(3.0) 38	24	14	-	38	4	17	17	3	10	25	21	3	6	14	4	4	6	11	4	3	
	12%	12%	14%	-	12%	18%	13%	11%	25%	10%	14%	11%	6%	13%	13%	10%	8%	10%	14%	10%	9%	
Not selected in top 3	194	135	59	-	194	11	85	98	8	74	105	122	35	33	67	27	34	47	46	27	25	
	63%	66%	59%	-	63%	50%	64%	65%	67%	70%	58%	65%	73%	69%	60%	68%	65%	75%	58%	68%	76%	
NETS																						
Net: Top 3	112	71	41	-	112	11	48	53	4	31	76	65	13	15	45	13	18	16	34	13	8	
	37%	34%	41%	-	37%	50%	36%	35%	33%	30%	42%	35%	27%	31%	40%	33%	35%	25%	43%	33%	24%	
Mean score	2.04	2.07	1.98	-	2.04	2.09	2.06	2.00	2.75	2.13	1.97	2.02	1.77	2.13	1.98	2.00	1.83	2.13	2.09	1.92	2.25	
Standard deviation	.80	.78	.85	-	.80	.83	.81	.81	.50	.72	.83	.80	.83	.83	.81	.82	.79	.81	.75	.86	.71	
Standard error	.08	.09	.13	-	.08	.25	.12	.11	.25	.13	.10	.10	.23	.22	.12	.23	.19	.20	.13	.24	.25	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q3b_9. Below is a list of activities within a procurement function.

Please select up to 3 activities, in order of priority for your role, where 1 = highest priority, 2 = second highest priority and 3 = third highest priority.

Other

Base: All procurement respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	306 100%	206 100%	100 100%	- -	306 100%	22 100%	133 100%	151 100%	12 100%	105 100%	181 100%	187 100%	48 100%	48 100%	112 100%	40 100%	52 100%	63 100%	80 100%	40 100%	33 100%	
Highest priority	(1.0) 3 1%	2 1%	1 1%	- -	3 1%	- -	- -	3 2%	- -	- -	2 1%	2 1%	- -	- -	1 1%	- -	- -	- -	- -	- -	2 6% b	
Second highest priority	(2.0) - -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	- -	
Third highest priority	(3.0) 1 *	1 *	- -	- -	1 *	- -	- -	1 1%	- -	- -	1 1%	1 1%	- -	- -	- -	- -	- -	- -	1 1%	- -	- -	
Not selected in top 3	302 99%	203 99%	99 99%	- -	302 99%	22 100%	133 100%	147 97%	12 100%	105 100%	178 98%	184 98%	48 100%	48 100%	111 99%	40 100%	52 100%	63 100%	79 99%	40 100%	31 94%	
NETS																						
Net: Top 3	4 1%	3 1%	1 1%	- -	4 1%	- -	- -	4 3%	- -	- -	3 2%	3 2%	- -	- -	1 1%	- -	- -	- -	1 1%	- -	2 6%	
Mean score	1.50	1.67	1.00	-	1.50	-	-	1.50	-	-	1.67	1.67	-	-	1.00	-	-	-	3.00	-	1.00	
Standard deviation	1.00	1.15	-	-	1.00	-	-	1.00	-	-	1.15	1.15	-	-	-	-	-	-	-	-	-	
Standard error	.50	.67	-	-	.50	-	-	.50	-	-	.67	.67	-	-	-	-	-	-	-	-	-	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q4. To what extent would you say that existing regulation has increased or decreased the risk to your business/ to the procurement process in your business in the last 3 months?

Base: All respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR			
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
Significance Level: 95%		a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%
Increased a lot (5.0)	187 30%	143 35%	44 22%	100 32%	87 28%	17 25%	81 31%	89 31%	11 42%	86 39%	86 25%	114 30%	34 41%	34 38%	56 26%	20 29%	47 45%	92 56%	31 23%	14 20%	7 12%
Somewhat increased (4.0)	213 34%	130 31%	83 41%	113 36%	100 33%	20 30%	94 36%	99 34%	4 15%	75 34%	125 36%	139 37%	32 39%	31 35%	92 43%	34 49%	22 21%	39 24%	52 38%	33 47%	15 26%
Stayed the same (3.0)	170 28%	106 26%	64 31%	74 24%	96 31%	19 28%	71 27%	80 28%	7 27%	45 20%	110 32%	103 27%	13 16%	18 20%	54 25%	14 20%	23 22%	18 11%	44 32%	20 29%	30 52%
Somewhat decreased (2.0)	29 5%	21 5%	8 4%	14 4%	15 5%	6 9%	9 3%	14 5%	2 8%	8 4%	16 5%	14 4%	2 2%	3 3%	7 3%	1 1%	7 7%	4 2%	8 6%	2 3%	5 9%
Decreased a lot (1.0)	16 3%	13 3%	3 1%	11 4%	5 2%	5 7%	8 3%	3 1%	2 8%	9 4%	5 1%	8 2%	2 2%	3 3%	2 1%	- -	6 6%	11 7%	2 1%	1 1%	- -
Don't know	3 *	1 *	2 1%	- -	3 1%	- -	- -	3 1%	- -	- -	3 1%	1 *	- -	- -	1 *	- -	- -	1 1%	- -	- -	1 2%
NETS																					
Net: Increased	400 65%	273 66%	127 62%	213 68%	187 61%	37 55%	175 67%	188 65%	15 58%	161 72%	211 61%	253 67%	66 80%	65 73%	148 70%	54 78%	69 66%	131 79%	83 61%	47 67%	22 38%
Net: Decreased	45 7%	34 8%	11 5%	25 8%	20 7%	11 16%	17 6%	17 6%	4 15%	17 8%	21 6%	22 6%	4 5%	6 7%	9 4%	1 1%	13 12%	15 9%	10 7%	3 4%	5 9%
Mean score	3.86	3.89	3.78	3.89	3.82	3.57	3.88	3.90	3.77	3.99	3.79	3.89	4.13	4.01	3.91	4.06	3.92	4.20	3.74	3.81	3.42
Standard deviation	.99	1.04	.88	1.02	.96	1.18	.99	.94	1.31	1.05	.92	.95	.93	1.02	.86	.75	1.21	1.16	.92	.84	.82
Standard error	.04	.05	.06	.06	.06	.14	.06	.06	.26	.07	.05	.05	.10	.11	.06	.09	.12	.09	.08	.10	.11

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q4. To what extent would you say that existing regulation has increased or decreased the risk to your business/ to the procurement process in your business in the last 3 months?

Base: All respondents (excluding don't know)

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR			
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
Significance Level: 95%		a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d
Total	615 100%	413 100%	202 100%	312 100%	303 100%	67 100%	263 100%	285 100%	26 100%	223 100%	342 100%	378 100%	83 100%	89 100%	211 100%	69 100%	105 100%	164 100%	137 100%	70 100%	57 100%
Increased a lot	(5.0) 187 30%	143 35%	44 22%	100 32%	87 29%	17 25%	81 31%	89 31%	11 42%	86 39%	86 25%	114 30%	34 41%	34 38%	56 27%	20 29%	47 45%	92 56%	31 23%	14 20%	7 12%
Somewhat increased	(4.0) 213 35%	130 31%	83 41%	113 36%	100 33%	20 30%	94 36%	99 35%	4 15%	75 34%	125 37%	139 37%	32 39%	31 35%	92 44%	34 49%	22 21%	39 24%	52 38%	33 47%	15 26%
Stayed the same	(3.0) 170 28%	106 26%	64 32%	74 24%	96 32%	19 28%	71 27%	80 28%	7 27%	45 20%	110 32%	103 27%	13 16%	18 20%	54 26%	14 20%	23 22%	18 11%	44 32%	20 29%	30 53%
Somewhat decreased	(2.0) 29 5%	21 5%	8 4%	14 4%	15 5%	6 9%	9 3%	14 5%	2 8%	8 4%	16 5%	14 4%	2 2%	3 3%	7 3%	1 1%	7 7%	4 2%	8 6%	2 3%	5 9%
Decreased a lot	(1.0) 16 3%	13 3%	3 1%	11 4%	5 2%	5 7%	8 3%	3 1%	2 8%	9 4%	5 1%	8 2%	2 2%	3 3%	2 1%	- -	6 6%	11 7%	2 1%	1 1%	- -
NETS																					
Net: Increased	400 65%	273 66%	127 63%	213 68%	187 62%	37 55%	175 67%	188 66%	15 58%	161 72%	211 62%	253 67%	66 80%	65 73%	148 70%	54 78%	69 66%	131 80%	83 61%	47 67%	22 39%
Net: Decreased	45 7%	34 8%	11 5%	25 8%	20 7%	11 16%	17 6%	17 6%	4 15%	17 8%	21 6%	22 6%	4 5%	6 7%	9 4%	1 1%	13 12%	15 9%	10 7%	3 4%	5 9%
Mean score	3.86	3.89	3.78	3.89	3.82	3.57	3.88	3.90	3.77	3.99	3.79	3.89	4.13	4.01	3.91	4.06	3.92	4.20	3.74	3.81	3.42
Standard deviation	.99	1.04	.88	1.02	.96	1.18	.99	.94	1.31	1.05	.92	.95	.93	1.02	.86	.75	1.21	1.16	.92	.84	.82
Standard error	.04	.05	.06	.06	.06	.14	.06	.06	.26	.07	.05	.05	.10	.11	.06	.09	.12	.09	.08	.10	.11

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q5_SUM. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

SUMMARY TABLE

Base: All respondents

								NETS		
	Total	Very concerned	Fairly concerned	Neutral	Not very concerned	Not at all concerned	Don't know	Concerned	Not concerned	Mean
Customer/vendor due diligence	618 100%	195 32%	214 35%	111 18%	64 10%	26 4%	8 1%	409 66%	90 15%	3.80
Internal training to ensure understanding of regulations	618 100%	172 28%	223 36%	135 22%	52 8%	32 5%	4 1%	395 64%	84 14%	3.73
Ongoing supplier/vendor monitoring	618 100%	167 27%	225 36%	120 19%	54 9%	42 7%	10 2%	392 63%	96 16%	3.69
Implementing a risk based approach	618 100%	167 27%	211 34%	125 20%	64 10%	45 7%	6 1%	378 61%	109 18%	3.64
Environmental and Social Governance	618 100%	169 27%	199 32%	131 21%	63 10%	47 8%	9 1%	368 60%	110 18%	3.62
Anti bribery and corruption checks	618 100%	173 28%	181 29%	109 18%	76 12%	68 11%	11 2%	354 57%	144 23%	3.52
Adverse media checks	618 100%	163 26%	191 31%	127 21%	75 12%	53 9%	9 1%	354 57%	128 21%	3.55
Politically exposed persons and sanction checks	618 100%	163 26%	182 29%	132 21%	72 12%	58 9%	11 2%	345 56%	130 21%	3.53
Identifying beneficial owners	618 100%	175 28%	165 27%	133 22%	75 12%	55 9%	15 2%	340 55%	130 21%	3.55
Supplier due diligence e.g. ensuring that modern slavery and human trafficking is not taking place within the business or supply chains	618 100%	181 29%	154 25%	117 19%	84 14%	71 11%	11 2%	335 54%	155 25%	3.48
Formulation of modern Anti-Slavery policy	618 100%	162 26%	143 23%	109 18%	83 13%	103 17%	18 3%	305 49%	186 30%	3.30

Compliance and Procurement Sentiment

Q5_T2. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

CONCERNED SUMMARY

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
Significance Level: 95%	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Customer/vendor due diligence	409	291	118	199	210	48	184	177	21	159	222	267	63	66	134	48	77	124	96	53	20
	66%	70%	58%	64%	69%	72%	70%	61%	81%	71%	64%	70%	76%	74%	63%	70%	73%	75%	70%	76%	34%
		b				c						d						d	d	d	
Internal training to ensure understanding of regulations	395	287	108	204	191	49	173	173	14	169	200	259	60	68	131	44	73	130	86	50	24
	64%	69%	53%	65%	62%	73%	66%	60%	54%	76%	58%	68%	72%	76%	62%	64%	70%	79%	63%	71%	41%
		b				c				c				d				bd	d	d	
Ongoing supplier/vendor monitoring	392	279	113	188	204	46	170	176	17	156	211	259	55	58	130	48	70	112	93	44	24
	63%	67%	55%	60%	67%	69%	65%	61%	65%	70%	61%	68%	66%	65%	61%	70%	67%	68%	68%	63%	41%
		b								c								d	d	d	
Implementing a risk based approach	378	277	101	196	182	46	174	158	17	158	194	251	64	66	125	48	70	122	92	44	20
	61%	67%	50%	63%	59%	69%	66%	55%	65%	71%	56%	66%	77%	74%	59%	70%	67%	74%	67%	63%	34%
		b				c	c			c			d	d				d	d	d	
Environmental and Social Governance	368	275	93	183	185	46	167	155	18	155	187	252	57	67	118	44	64	109	92	45	19
	60%	66%	46%	59%	60%	69%	63%	54%	69%	70%	54%	66%	69%	75%	56%	64%	61%	66%	67%	64%	33%
		b				c	c			c		d	d	df				d	d	d	
Anti bribery and corruption checks	354	259	95	179	175	44	164	146	18	150	183	228	59	64	112	39	72	121	82	41	15
	57%	63%	47%	57%	57%	66%	62%	51%	69%	67%	53%	60%	71%	72%	53%	57%	69%	73%	60%	59%	26%
		b				c	c			c			d	ade			d	bcd	d	d	
Adverse media checks	354	256	98	181	173	39	168	147	18	153	174	233	55	63	115	42	69	118	83	46	22
	57%	62%	48%	58%	57%	58%	64%	51%	69%	69%	50%	61%	66%	71%	54%	61%	66%	72%	61%	66%	38%
		b					c			c				d				bd	d	d	
Politically exposed persons and sanction checks	345	258	87	173	172	47	160	138	18	156	166	231	63	62	114	40	67	114	83	39	19
	56%	62%	43%	55%	56%	70%	61%	48%	69%	70%	48%	61%	76%	70%	54%	58%	64%	69%	61%	56%	33%
		b				c	c			c			ade	d				d	d	d	
Identifying beneficial owners	340	250	90	175	165	46	164	130	15	157	164	233	62	62	115	38	61	113	80	45	13
	55%	60%	44%	56%	54%	69%	62%	45%	58%	70%	48%	61%	75%	70%	54%	55%	58%	68%	58%	64%	22%
		b				c	c			c			adef	d				d	d	d	

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q5_T2. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

CONCERNED SUMMARY

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Supplier due diligence e.g. ensuring that modern slavery and human trafficking is not taking place within the business or supply chains	335	240	95	156	179	42	153	140	18	143	173	219	57	58	112	42	67	112	78	47	15
	54%	58%	47%	50%	58%	63%	58%	49%	69%	64%	50%	58%	69%	65%	53%	61%	64%	68%	57%	67%	26%
		b	a	a	a	c	c			c		d	d	d				d	d	d	
Formulation of modern Anti-Slavery policy	305	229	76	151	154	45	151	109	16	147	141	203	54	59	95	33	61	106	77	41	11
	49%	55%	37%	48%	50%	67%	57%	38%	62%	66%	41%	54%	65%	66%	45%	48%	58%	64%	56%	59%	19%
		b		c	c	c	c			c		d	de	ade			d	d	d	d	
None of the above	72	38	34	35	37	3	23	46	1	15	47	30	2	3	22	5	16	12	16	9	13
	12%	9%	17%	11%	12%	4%	9%	16%	4%	7%	14%	8%	2%	3%	10%	7%	15%	7%	12%	13%	22%
		a					ab			b				bc		abc					a

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q5_B2. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

NOT CONCERNED SUMMARY

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Formulation of modern Anti-Slavery policy	186	113	73	97	89	12	63	111	3	46	125	102	14	9	67	19	25	30	39	21	29
	30%	27%	36%	31%	29%	18%	24%	39%	12%	21%	36%	27%	17%	10%	32%	28%	24%	18%	28%	30%	50%
			a					ab			b	c			bc	c	c		a	a	abc
Supplier due diligence e.g. ensuring that modern slavery and human trafficking is not taking place within the business or supply chains	155	96	59	89	66	12	57	86	5	46	93	87	14	7	55	15	19	32	31	15	26
	25%	23%	29%	29%	22%	18%	22%	30%	19%	21%	27%	23%	17%	8%	26%	22%	18%	19%	23%	21%	45%
				b				ab			c	c			c	c					abc
Anti bribery and corruption checks	144	85	59	72	72	11	49	84	3	34	97	74	9	7	57	20	20	22	31	18	24
	23%	21%	29%	23%	24%	16%	19%	29%	12%	15%	28%	20%	11%	8%	27%	29%	19%	13%	23%	26%	41%
			a					ab			b	c			abc	bc	c		a	a	ab
Politically exposed persons and sanction checks	130	78	52	60	70	8	48	74	3	30	89	69	10	10	43	16	18	17	31	15	15
	21%	19%	25%	19%	23%	12%	18%	26%	12%	13%	26%	18%	12%	11%	20%	23%	17%	10%	23%	21%	26%
								ab			b					c			a	a	a
Identifying beneficial owners	130	78	52	64	66	10	41	79	4	34	86	68	7	8	46	16	21	21	26	17	20
	21%	19%	25%	21%	22%	15%	16%	27%	15%	15%	25%	18%	8%	9%	22%	23%	20%	13%	19%	24%	34%
								ab			b	bc			bc	bc	bc		a	a	ab
Adverse media checks	128	78	50	62	66	10	45	73	1	34	84	70	10	9	42	13	20	23	30	10	16
	21%	19%	25%	20%	22%	15%	17%	25%	4%	15%	24%	18%	12%	10%	20%	19%	19%	14%	22%	14%	28%
								b			b				c						a
Environmental and Social Governance	110	61	49	52	58	8	41	61	5	28	71	53	12	10	46	11	21	23	24	10	17
	18%	15%	24%	17%	19%	12%	16%	21%	19%	13%	21%	14%	14%	11%	22%	16%	20%	14%	18%	14%	29%
			a								b				ac						ac
Implementing a risk based approach	109	62	47	55	54	10	38	61	2	36	67	49	8	6	44	10	18	24	20	13	14
	18%	15%	23%	18%	18%	15%	14%	21%	8%	16%	19%	13%	10%	7%	21%	14%	17%	15%	15%	19%	24%
			a					b							abc		c				

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q5_B2. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

NOT CONCERNED SUMMARY

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Ongoing supplier/vendor monitoring	96	64	32	53	43	8	43	45	5	29	55	49	8	9	31	8	15	20	22	10	11
	16%	15%	16%	17%	14%	12%	16%	16%	19%	13%	16%	13%	10%	10%	15%	12%	14%	12%	16%	14%	19%
Customer/vendor due diligence	90	60	30	46	44	6	35	49	4	30	51	50	6	7	29	11	14	14	18	11	15
	15%	14%	15%	15%	14%	9%	13%	17%	15%	13%	15%	13%	7%	8%	14%	16%	13%	8%	13%	16%	26%
																					ab
Internal training to ensure understanding of regulations	84	46	38	43	41	5	34	45	4	24	56	40	7	7	32	10	15	17	18	9	14
	14%	11%	19%	14%	13%	7%	13%	16%	15%	11%	16%	11%	8%	8%	15%	14%	14%	10%	13%	13%	24%
			a																		a
None of the above	316	236	80	153	163	41	146	129	14	139	155	213	52	60	100	33	60	106	80	39	13
	51%	57%	39%	49%	53%	61%	56%	45%	54%	62%	45%	56%	63%	67%	47%	48%	57%	64%	58%	56%	22%
		b				c	c			c		d	d	de				d	d	d	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q5_1. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Customer/vendor due diligence

Base: All respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%	
Very concerned (5.0)	195 32%	157 38%	38 19%	87 28%	108 35%	24 36%	91 35%	80 28%	11 42%	92 41%	88 26%	128 34%	30 36%	34 38%	46 22%	24 35%	46 44%	68 41%	46 34%	23 33%	5 9%	
Fairly concerned (4.0)	214 35%	134 32%	80 39%	112 36%	102 33%	24 36%	93 35%	97 34%	10 38%	67 30%	134 39%	139 37%	33 40%	32 36%	88 42%	24 35%	31 30%	56 34%	50 36%	30 43%	15 26%	
Neutral (3.0)	111 18%	58 14%	53 26%	62 20%	49 16%	13 19%	41 16%	57 20%	1 4%	33 15%	68 20%	57 15%	14 17%	16 18%	47 22%	10 14%	14 13%	26 16%	22 16%	6 9%	22 38%	
Not very concerned (2.0)	64 10%	41 10%	23 11%	30 10%	34 11%	5 7%	24 9%	35 12%	4 15%	20 9%	36 10%	36 9%	2 2%	6 7%	24 11%	9 13%	9 9%	9 5%	12 9%	6 9%	12 21%	
Not at all concerned (1.0)	26 4%	19 5%	7 3%	16 5%	10 3%	1 1%	11 4%	14 5%	- -	10 4%	15 4%	14 4%	4 5%	1 1%	5 2%	2 3%	5 5%	5 3%	6 4%	5 7%	3 5%	
Don't know	8 1%	5 1%	3 1%	5 2%	3 1%	- -	3 1%	5 2%	- -	1 *	4 1%	5 1%	- -	- -	2 1%	- -	- -	1 1%	1 1%	- -	1 2%	
NETS																						
Net: Concerned	409 66%	291 70%	118 58%	199 64%	210 69%	48 72%	184 70%	177 61%	21 81%	159 71%	222 64%	267 70%	63 76%	66 74%	134 63%	48 70%	77 73%	124 75%	96 70%	53 76%	20 34%	
Net: Not concerned	90 15%	60 14%	30 15%	46 15%	44 14%	6 9%	35 13%	49 17%	4 15%	30 13%	51 15%	50 13%	6 7%	7 8%	29 14%	11 16%	14 13%	14 8%	18 13%	11 16%	15 26%	
Mean score	3.80	3.90	3.59	3.73	3.87	3.97	3.88	3.69	4.08	3.95	3.72	3.89	4.00	4.03	3.70	3.86	3.99	4.05	3.87	3.86	3.12	
Standard deviation	1.13	1.16	1.03	1.13	1.12	1.00	1.12	1.15	1.06	1.15	1.09	1.10	1.04	.97	1.01	1.13	1.16	1.03	1.11	1.18	1.02	
Standard error	.05	.06	.07	.06	.06	.12	.07	.07	.21	.08	.06	.06	.11	.10	.07	.14	.11	.08	.10	.14	.13	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q5_2. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Formulation of modern Anti-Slavery policy

Base: All respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
Significance Level: 95%																						
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%	
Very concerned (5.0)	162 26%	131 32%	31 15%	73 23%	89 29%	19 28%	85 32%	58 20%	9 35%	83 37%	70 20%	107 28%	33 40%	33 37%	48 23%	20 29%	36 34%	65 39%	39 28%	18 26%	5 9%	
Fairly concerned (4.0)	143 23%	98 24%	45 22%	78 25%	65 21%	26 39%	66 25%	51 18%	7 27%	64 29%	71 21%	96 25%	21 25%	26 29%	47 22%	13 19%	25 24%	41 25%	38 28%	23 33%	6 10%	
Neutral (3.0)	109 18%	59 14%	50 25%	53 17%	56 18%	9 13%	45 17%	55 19%	7 27%	27 12%	69 20%	63 17%	15 18%	19 21%	45 21%	17 25%	18 17%	27 16%	21 15%	6 9%	16 28%	
Not very concerned (2.0)	83 13%	45 11%	38 19%	44 14%	39 13%	6 9%	28 11%	49 17%	1 4%	20 9%	59 17%	47 12%	6 7%	4 4%	35 17%	8 12%	10 10%	14 8%	19 14%	6 9%	13 22%	
Not at all concerned (1.0)	103 17%	68 16%	35 17%	53 17%	50 16%	6 9%	35 13%	62 22%	2 8%	26 12%	66 19%	55 15%	8 10%	5 6%	32 15%	11 16%	15 14%	16 10%	20 15%	15 21%	16 28%	
Don't know	18 3%	13 3%	5 2%	11 4%	7 2%	1 1%	4 2%	13 5%	- -	3 1%	10 3%	11 3%	- -	2 2%	5 2%	- -	1 1%	2 1%	- -	2 3%	2 3%	
NETS																						
Net: Concerned	305 49%	229 55%	76 37%	151 48%	154 50%	45 67%	151 57%	109 38%	16 62%	147 66%	141 41%	203 54%	54 65%	59 66%	95 45%	33 48%	61 58%	106 64%	77 56%	41 59%	11 19%	
Net: Not concerned	186 30%	113 27%	73 36%	97 31%	89 29%	12 18%	63 24%	111 39%	3 12%	46 21%	125 36%	102 27%	14 17%	9 10%	67 32%	19 28%	25 24%	30 18%	39 28%	21 30%	29 50%	
Mean score	3.30	3.45	2.99	3.25	3.35	3.70	3.53	2.98	3.77	3.72	3.06	3.42	3.78	3.90	3.21	3.33	3.55	3.77	3.42	3.34	2.48	
Standard deviation	1.43	1.47	1.32	1.42	1.45	1.24	1.39	1.45	1.21	1.36	1.42	1.41	1.31	1.14	1.38	1.42	1.42	1.32	1.41	1.51	1.26	
Standard error	.06	.07	.09	.08	.08	.15	.09	.09	.24	.09	.08	.07	.14	.12	.10	.17	.14	.10	.12	.18	.17	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q5_3. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Supplier due diligence e.g. ensuring that modern slavery and human trafficking is not taking place within the business or supply chains

Base: All respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
Significance Level: 95%																						
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%	
Very concerned (5.0)	181 29%	145 35%	36 18%	81 26%	100 33%	23 34%	84 32%	74 26%	13 50%	85 38%	83 24%	121 32%	40 48%	43 48%	52 25%	21 30%	41 39%	74 45%	39 28%	24 34%	5 9%	
Fairly concerned (4.0)	154 25%	95 23%	59 29%	75 24%	79 26%	19 28%	69 26%	66 23%	5 19%	58 26%	90 26%	98 26%	17 20%	15 17%	60 28%	21 30%	26 25%	38 23%	39 28%	23 33%	10 17%	
Neutral (3.0)	117 19%	72 17%	45 22%	61 20%	56 18%	13 19%	49 19%	55 19%	3 12%	34 15%	70 20%	69 18%	11 13%	24 27%	40 19%	11 16%	19 18%	20 12%	28 20%	8 11%	16 28%	
Not very concerned (2.0)	84 14%	45 11%	39 19%	44 14%	40 13%	9 13%	29 11%	46 16%	3 12%	28 13%	50 14%	43 11%	10 12%	5 6%	38 18%	11 16%	11 10%	18 11%	17 12%	6 9%	14 24%	
Not at all concerned (1.0)	71 11%	51 12%	20 10%	45 14%	26 8%	3 4%	28 11%	40 14%	2 8%	18 8%	43 12%	44 12%	4 5%	2 2%	17 8%	4 6%	8 8%	14 8%	14 10%	9 13%	12 21%	
Don't know	11 2%	6 1%	5 2%	6 2%	5 2%	- -	4 2%	7 2%	- -	- -	9 3%	4 1%	1 1%	- -	5 2%	1 1%	- -	1 1%	- -	- -	1 2%	
NETS																						
Net: Concerned	335 54%	240 58%	95 47%	156 50%	179 58%	42 63%	153 58%	140 49%	18 69%	143 64%	173 50%	219 58%	57 69%	58 65%	112 53%	42 61%	67 64%	112 68%	78 57%	47 67%	15 26%	
Net: Not concerned	155 25%	96 23%	59 29%	89 29%	66 22%	12 18%	57 22%	86 30%	5 19%	46 21%	93 27%	87 23%	14 17%	7 8%	55 26%	15 22%	19 18%	32 19%	31 23%	15 21%	26 45%	
Mean score	3.48	3.58	3.26	3.34	3.62	3.75	3.59	3.31	3.92	3.74	3.36	3.56	3.96	4.03	3.44	3.65	3.77	3.85	3.53	3.67	2.68	
Standard deviation	1.35	1.39	1.25	1.39	1.30	1.20	1.33	1.39	1.35	1.30	1.34	1.35	1.25	1.09	1.27	1.24	1.28	1.33	1.30	1.37	1.24	
Standard error	.05	.07	.09	.08	.07	.15	.08	.08	.27	.09	.07	.07	.14	.12	.09	.15	.12	.10	.11	.16	.16	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q5_4. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Ongoing supplier/vendor monitoring

Base: All respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%	
Very concerned (5.0)	167 27%	136 33%	31 15%	71 23%	96 31%	19 28%	76 29%	72 25%	7 27%	84 38%	74 21%	105 28%	19 23%	27 30%	37 17%	16 23%	45 43%	63 38%	32 23%	15 21%	8 14%	
Fairly concerned (4.0)	225 36%	143 35%	82 40%	117 38%	108 35%	27 40%	94 36%	104 36%	10 38%	72 32%	137 40%	154 41%	36 43%	31 35%	93 44%	32 46%	25 24%	49 30%	61 45%	29 41%	16 28%	
Neutral (3.0)	120 19%	66 16%	54 26%	66 21%	54 18%	12 18%	47 18%	61 21%	4 15%	36 16%	74 21%	66 17%	19 23%	20 22%	49 23%	13 19%	20 19%	32 19%	19 14%	16 23%	21 36%	
Not very concerned (2.0)	54 9%	33 8%	21 10%	32 10%	22 7%	3 4%	26 10%	25 9%	2 8%	12 5%	36 10%	26 7%	1 1%	5 6%	21 10%	5 7%	7 7%	12 7%	11 8%	4 6%	8 14%	
Not at all concerned (1.0)	42 7%	31 7%	11 5%	21 7%	21 7%	5 7%	17 6%	20 7%	3 12%	17 8%	19 6%	23 6%	7 8%	4 4%	10 5%	3 4%	8 8%	8 5%	11 8%	6 9%	3 5%	
Don't know	10 2%	5 1%	5 2%	5 2%	5 2%	1 1%	3 1%	6 2%	- -	2 1%	5 1%	5 1%	1 1%	2 2%	2 1%	- -	- -	1 1%	3 2%	- -	2 3%	
NETS																						
Net: Concerned	392 63%	279 67%	113 55%	188 60%	204 67%	46 69%	170 65%	176 61%	17 65%	156 70%	211 61%	259 68%	55 66%	58 65%	130 61%	48 70%	70 67%	112 68%	93 68%	44 63%	24 41%	
Net: Not concerned	96 16%	64 15%	32 16%	53 17%	43 14%	8 12%	43 16%	45 16%	5 19%	29 13%	55 16%	49 13%	8 10%	9 10%	31 15%	8 12%	15 14%	20 12%	22 16%	10 14%	11 19%	
Mean score	3.69	3.78	3.51	3.60	3.78	3.79	3.72	3.65	3.62	3.88	3.62	3.78	3.72	3.83	3.60	3.77	3.88	3.90	3.69	3.61	3.32	
Standard deviation	1.16	1.21	1.05	1.15	1.17	1.14	1.18	1.16	1.30	1.20	1.11	1.12	1.10	1.08	1.04	1.03	1.25	1.14	1.17	1.15	1.06	
Standard error	.05	.06	.07	.07	.07	.14	.07	.07	.25	.08	.06	.06	.12	.12	.07	.12	.12	.09	.10	.14	.14	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q5_5. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Anti bribery and corruption checks

Base: All respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
Significance Level: 95%																						
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%	
Very concerned (5.0)	173 28%	137 33%	36 18%	76 24%	97 32%	21 31%	85 32%	67 23%	12 46%	80 36%	80 23%	110 29%	26 31%	32 36%	43 20%	16 23%	42 40%	73 44%	43 31%	17 24%	3 5%	
Fairly concerned (4.0)	181 29%	122 29%	59 29%	103 33%	78 25%	23 34%	79 30%	79 27%	6 23%	70 31%	103 30%	118 31%	33 40%	32 36%	69 33%	23 33%	30 29%	48 29%	39 28%	24 34%	12 21%	
Neutral (3.0)	109 18%	63 15%	46 23%	56 18%	53 17%	12 18%	46 17%	51 18%	5 19%	37 17%	58 17%	69 18%	14 17%	17 19%	41 19%	10 14%	13 12%	21 13%	21 15%	9 13%	18 31%	
Not very concerned (2.0)	76 12%	37 9%	39 19%	39 13%	37 12%	5 7%	24 9%	47 16%	3 12%	16 7%	53 15%	34 9%	5 6%	3 3%	36 17%	12 17%	11 10%	13 8%	16 12%	12 17%	13 22%	
Not at all concerned (1.0)	68 11%	48 12%	20 10%	33 11%	35 11%	6 9%	25 10%	37 13%	- -	18 8%	44 13%	40 11%	4 5%	4 4%	21 10%	8 12%	9 9%	9 5%	15 11%	6 9%	11 19%	
Don't know	11 2%	7 2%	4 2%	5 2%	6 2%	- -	4 2%	7 2%	- -	2 1%	7 2%	8 2%	1 1%	1 1%	2 1%	- -	- -	1 1%	3 2%	2 3%	1 2%	
NETS																						
Net: Concerned	354 57%	259 63%	95 47%	179 57%	175 57%	44 66%	164 62%	146 51%	18 69%	150 67%	183 53%	228 60%	59 71%	64 72%	112 53%	39 57%	72 69%	121 73%	82 60%	41 59%	15 26%	
Net: Not concerned	144 23%	85 21%	59 29%	72 23%	72 24%	11 16%	49 19%	84 29%	3 12%	34 15%	97 28%	74 20%	9 11%	7 8%	57 27%	20 29%	20 19%	22 13%	31 23%	18 26%	24 41%	
Mean score	3.52	3.65	3.26	3.49	3.55	3.72	3.68	3.33	4.04	3.81	3.36	3.60	3.88	3.97	3.37	3.39	3.81	3.99	3.59	3.50	2.70	
Standard deviation	1.32	1.34	1.25	1.28	1.36	1.24	1.28	1.35	1.08	1.23	1.34	1.29	1.08	1.06	1.26	1.33	1.30	1.18	1.34	1.29	1.16	
Standard error	.05	.07	.09	.07	.08	.15	.08	.08	.21	.08	.07	.07	.12	.11	.09	.16	.13	.09	.12	.16	.15	

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q5_6. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Politically exposed persons and sanction checks

Base: All respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
Significance Level: 95%																						
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%	
Very concerned (5.0)	163 26%	130 31%	33 16%	71 23%	92 30%	15 22%	88 33%	60 21%	10 38%	85 38%	67 19%	105 28%	29 35%	33 37%	42 20%	19 28%	42 40%	70 42%	39 28%	17 24%	7 12%	
Fairly concerned (4.0)	182 29%	128 31%	54 26%	102 33%	80 26%	32 48%	72 27%	78 27%	8 31%	71 32%	99 29%	126 33%	34 41%	29 33%	72 34%	21 30%	25 24%	44 27%	44 32%	22 31%	12 21%	
Neutral (3.0)	132 21%	69 17%	63 31%	72 23%	60 20%	12 18%	52 20%	68 24%	5 19%	33 15%	86 25%	70 18%	10 12%	16 18%	54 25%	13 19%	20 19%	33 20%	23 17%	14 20%	23 40%	
Not very concerned (2.0)	72 12%	39 9%	33 16%	39 13%	33 11%	4 6%	28 11%	40 14%	3 12%	16 7%	50 14%	38 10%	5 6%	5 6%	28 13%	9 13%	7 7%	13 8%	16 12%	8 11%	10 17%	
Not at all concerned (1.0)	58 9%	39 9%	19 9%	21 7%	37 12%	4 6%	20 8%	34 12%	- -	14 6%	39 11%	31 8%	5 6%	5 6%	15 7%	7 10%	11 10%	4 2%	15 11%	7 10%	5 9%	
Don't know	11 2%	9 2%	2 1%	7 2%	4 1%	- -	3 1%	8 3%	- -	4 2%	4 1%	9 2%	- -	1 1%	1 *	- -	- -	1 1%	- -	2 3%	1 2%	
NETS																						
Net: Concerned	345 56%	258 62%	87 43%	173 55%	172 56%	47 70%	160 61%	138 48%	18 69%	156 70%	166 48%	231 61%	63 76%	62 70%	114 54%	40 58%	67 64%	114 69%	83 61%	39 56%	19 33%	
Net: Not concerned	130 21%	78 19%	52 25%	60 19%	70 23%	8 12%	48 18%	74 26%	3 12%	30 13%	89 26%	69 18%	10 12%	10 11%	43 20%	16 c	18 17%	17 10%	31 23%	15 21%	15 26%	
Mean score	3.53	3.67	3.24	3.53	3.52	3.75	3.69	3.32	3.96	3.90	3.31	3.64	3.93	3.91	3.46	3.52	3.76	3.99	3.55	3.50	3.11	
Standard deviation	1.26	1.28	1.19	1.18	1.35	1.06	1.25	1.29	1.04	1.18	1.26	1.23	1.12	1.14	1.16	1.30	1.33	1.08	1.31	1.28	1.11	
Standard error	.05	.06	.08	.07	.08	.13	.08	.08	.20	.08	.07	.06	.12	.12	.08	.16	.13	.08	.11	.15	.15	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q5_7. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Identifying beneficial owners

Base: All respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%	
Very concerned (5.0)	175 28%	138 33%	37 18%	82 26%	93 30%	20 30%	86 33%	69 24%	9 35%	91 41%	74 21%	114 30%	31 37%	32 36%	48 23%	18 26%	45 43%	68 41%	43 31%	16 23%	3 5%	
Fairly concerned (4.0)	165 27%	112 27%	53 26%	93 30%	72 24%	26 39%	78 30%	61 21%	6 23%	66 30%	90 26%	119 31%	31 37%	30 34%	67 32%	20 29%	16 15%	45 27%	37 27%	29 41%	10 17%	
Neutral (3.0)	133 22%	76 18%	57 28%	64 21%	69 23%	11 16%	54 21%	68 24%	7 27%	32 14%	84 24%	70 18%	14 17%	19 21%	47 22%	15 22%	22 21%	28 17%	29 21%	7 10%	24 41%	
Not very concerned (2.0)	75 12%	40 10%	35 17%	35 11%	40 13%	6 9%	20 8%	49 17%	4 15%	15 7%	52 15%	35 9%	2 2%	4 4%	33 16%	11 16%	11 10%	12 7%	15 11%	9 13%	16 28%	
Not at all concerned (1.0)	55 9%	38 9%	17 8%	29 9%	26 8%	4 6%	21 8%	30 10%	- -	19 9%	34 10%	33 9%	5 6%	4 4%	13 6%	5 7%	10 10%	9 5%	11 8%	8 11%	4 7%	
Don't know	15 2%	10 2%	5 2%	9 3%	6 2%	- -	4 2%	11 4%	- -	- -	11 3%	8 2%	- -	- -	4 2%	- -	1 1%	3 2%	2 1%	1 1%	1 2%	
NETS																						
Net: Concerned	340 55%	250 60%	90 44%	175 56%	165 54%	46 69%	164 62%	130 45%	15 58%	157 70%	164 48%	233 61%	62 75%	62 70%	115 54%	38 55%	61 58%	113 68%	80 58%	45 64%	13 22%	
Net: Not concerned	130 21%	78 19%	52 25%	64 21%	66 22%	10 15%	41 16%	79 27%	4 15%	34 15%	86 25%	68 18%	7 8%	8 9%	46 22%	16 23%	21 20%	21 13%	26 19%	17 24%	20 34%	
Mean score	3.55	3.67 b	3.29	3.54	3.55	3.78 c	3.73 c	3.32	3.77	3.87 c	3.35	3.66	3.98 ade	3.92 de	3.50	3.51	3.72	3.93 bcd	3.64 d	3.52 d	2.86	
Standard deviation	1.28	1.29	1.20	1.26	1.29	1.15	1.23	1.31	1.11	1.26	1.26	1.25	1.09	1.08	1.19	1.24	1.37	1.18	1.26	1.30	.97	
Standard error	.05	.06	.09	.07	.07	.14	.08	.08	.22	.08	.07	.06	.12	.11	.08	.15	.13	.09	.11	.16	.13	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q5_8. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Implementing a risk based approach

Base: All respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%	
Very concerned (5.0)	167 27%	139 34%	28 14%	78 25%	89 29%	21 31%	85 32%	61 21%	12 46%	90 40%	64 19%	108 28%	30 36%	37 42%	38 18%	15 22%	43 41%	72 44%	40 29%	15 21%	3 5%	
Fairly concerned (4.0)	211 34%	138 33%	73 36%	118 38%	93 30%	25 37%	89 34%	97 34%	5 19%	68 30%	130 38%	143 38%	34 41%	29 33%	87 41%	33 48%	27 26%	50 30%	52 38%	29 41%	17 29%	
Neutral (3.0)	125 20%	71 17%	54 26%	58 19%	67 22%	11 16%	50 19%	64 22%	7 27%	28 13%	81 23%	75 20%	10 12%	17 19%	42 20%	10 14%	17 16%	17 10%	25 18%	13 19%	23 40%	
Not very concerned (2.0)	64 10%	33 8%	31 15%	32 10%	32 10%	6 9%	19 7%	39 14%	2 8%	15 7%	43 12%	28 7%	5 6%	5 6%	28 13%	7 10%	10 10%	16 10%	10 7%	6 9%	12 21%	
Not at all concerned (1.0)	45 7%	29 7%	16 8%	23 7%	22 7%	4 6%	19 7%	22 8%	- -	21 9%	24 7%	21 6%	3 4%	1 1%	16 8%	3 4%	8 8%	8 5%	10 7%	7 10%	2 3%	
Don't know	6 1%	4 1%	2 1%	3 1%	3 1%	- -	1 *	5 2%	- -	1 *	3 1%	4 1%	1 1%	- -	1 *	1 1%	- -	2 1%	- -	- -	1 2%	
NETS																						
Net: Concerned	378 61%	277 67%	101 50%	196 63%	182 59%	46 69%	174 66%	158 55%	17 65%	158 71%	194 56%	251 66%	64 77%	66 74%	125 59%	48 70%	70 67%	122 74%	92 67%	44 63%	20 34%	
Net: Not concerned	109 18%	62 15%	47 23%	55 18%	54 18%	10 15%	38 14%	61 21%	2 8%	36 16%	67 19%	49 13%	8 10%	6 7%	44 21%	10 14%	18 17%	24 15%	20 15%	13 19%	14 24%	
Mean score	3.64	3.79 b	3.33	3.63	3.64	3.79	3.77 c	3.48	4.04	3.86 c	3.49	3.77 d	4.01 d	4.08 ade	3.49	3.74	3.83 d	3.99 cd	3.74 d	3.56 d	3.12	
Standard deviation	1.20	1.20	1.13	1.18	1.21	1.16	1.19	1.19	1.04	1.28	1.14	1.11	1.04	.97	1.16	1.06	1.27	1.18	1.17	1.21	.93	
Standard error	.05	.06	.08	.07	.07	.14	.07	.07	.20	.09	.06	.06	.11	.10	.08	.13	.12	.09	.10	.14	.12	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q5_9. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Adverse media checks

Base: All respondents

Significance Level: 95%	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b	a	b	a	b	c	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Very concerned (5.0)	163	135	28	80	83	19	89	55	14	84	63	108	26	37	43	16	37	63	39	19	7	
	26%	33%	14%	26%	27%	28%	34%	19%	54%	38%	18%	28%	31%	42%	20%	23%	35%	38%	28%	27%	12%	
		b					c			c		d	d	ade		d		d	d	d		
Fairly concerned (4.0)	191	121	70	101	90	20	79	92	4	69	111	125	29	26	72	26	32	55	44	27	15	
	31%	29%	34%	32%	29%	30%	30%	32%	15%	31%	32%	33%	35%	29%	34%	38%	30%	33%	32%	39%	26%	
Neutral (3.0)	127	76	51	66	61	17	48	62	7	35	80	72	17	14	50	14	16	22	23	13	19	
	21%	18%	25%	21%	20%	25%	18%	22%	27%	16%	23%	19%	20%	16%	24%	20%	15%	13%	17%	19%	33%	
										b											ab	
Not very concerned (2.0)	75	41	34	42	33	9	23	43	1	22	48	39	7	5	29	7	10	14	18	7	11	
	12%	10%	17%	13%	11%	13%	9%	15%	4%	10%	14%	10%	8%	6%	14%	10%	10%	8%	13%	10%	19%	
		a					b							c							a	
Not at all concerned (1.0)	53	37	16	20	33	1	22	30	-	12	36	31	3	4	13	6	10	9	12	3	5	
	9%	9%	8%	6%	11%	1%	8%	10%	-	5%	10%	8%	4%	4%	6%	9%	10%	5%	9%	4%	9%	
							a	a			b											
Don't know	9	4	5	3	6	1	2	6	-	1	7	4	1	3	5	-	-	2	1	1	1	
	1%	1%	2%	1%	2%	1%	1%	2%	-	*	2%	1%	1%	3%	2%	-	-	1%	1%	1%	2%	
NETS																						
Net: Concerned	354	256	98	181	173	39	168	147	18	153	174	233	55	63	115	42	69	118	83	46	22	
	57%	62%	48%	58%	57%	58%	64%	51%	69%	69%	50%	61%	66%	71%	54%	61%	66%	72%	61%	66%	38%	
		b					c			c				d				bd	d	d		
Net: Not concerned	128	78	50	62	66	10	45	73	1	34	84	70	10	9	42	13	20	23	30	10	16	
	21%	19%	25%	20%	22%	15%	17%	25%	4%	15%	24%	18%	12%	10%	20%	19%	19%	14%	22%	14%	28%	
							b			b				c							a	
Mean score	3.55	3.67	3.30	3.58	3.52	3.71	3.73	3.35	4.19	3.86	3.35	3.64	3.83	4.01	3.50	3.57	3.72	3.91	3.59	3.75	3.14	
		b				c	c			c			d	ade				bd	d	d		
Standard deviation	1.25	1.27	1.15	1.19	1.30	1.08	1.25	1.25	.98	1.19	1.24	1.23	1.09	1.12	1.15	1.21	1.30	1.17	1.27	1.10	1.14	
Standard error	.05	.06	.08	.07	.08	.13	.08	.07	.19	.08	.07	.06	.12	.12	.08	.15	.13	.09	.11	.13	.15	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q5_10. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Internal training to ensure understanding of regulations

Base: All respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR			
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b			a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%
Very concerned (5.0)	172 28%	140 34%	32 16%	78 25%	94 31%	20 30%	76 29%	76 26%	8 31%	84 38%	78 23%	107 28%	25 30%	33 37%	42 20%	12 17%	45 43%	73 44%	33 24%	14 20%	9 16%
Fairly concerned (4.0)	223 36%	147 36%	76 37%	126 40%	97 32%	29 43%	97 37%	97 34%	6 23%	85 38%	122 35%	152 40%	35 42%	35 39%	89 42%	32 46%	28 27%	57 35%	53 39%	36 51%	15 26%
Neutral (3.0)	135 22%	79 19%	56 27%	64 21%	71 23%	13 19%	55 21%	67 23%	8 31%	30 13%	86 25%	78 21%	16 19%	14 16%	48 23%	15 22%	17 16%	17 10%	33 24%	11 16%	19 33%
Not very concerned (2.0)	52 8%	24 6%	28 14%	27 9%	25 8%	3 4%	22 8%	27 9%	3 12%	11 5%	38 11%	23 6%	4 5%	5 6%	22 10%	6 9%	8 8%	10 6%	11 8%	4 6%	10 17%
Not at all concerned (1.0)	32 5%	22 5%	10 5%	16 5%	16 5%	2 3%	12 5%	18 6%	1 4%	13 6%	18 5%	17 4%	3 4%	2 2%	10 5%	4 6%	7 7%	7 4%	7 5%	5 7%	4 7%
Don't know	4 1%	2 *	2 1%	1 *	3 1%	-	1 *	3 1%	-	-	3 1%	2 1%	-	-	1 *	-	-	1 1%	-	-	1 2%
NETS																					
Net: Concerned	395 64%	287 69%	108 53%	204 65%	191 62%	49 73%	173 66%	173 60%	14 54%	169 76%	200 58%	259 68%	60 72%	68 76%	131 62%	44 64%	73 70%	130 79%	86 63%	50 71%	24 41%
Net: Not concerned	84 14%	46 11%	38 19%	43 14%	41 13%	5 7%	34 13%	45 16%	4 15%	24 11%	56 16%	40 11%	7 8%	7 8%	32 15%	10 14%	15 14%	17 10%	18 13%	9 13%	14 24%
Mean score	3.73	3.87	3.46	3.72	3.75	3.93	3.77	3.65	3.65	3.97	3.60	3.82	3.90	4.03	3.62	3.61	3.91	4.09	3.69	3.71	3.26
Standard deviation	1.11	1.11	1.07	1.09	1.14	.97	1.10	1.15	1.16	1.11	1.11	1.05	1.01	.98	1.06	1.06	1.23	1.08	1.08	1.08	1.14
Standard error	.04	.05	.08	.06	.07	.12	.07	.07	.23	.07	.06	.05	.11	.10	.07	.13	.12	.08	.09	.13	.15

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q5_11. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Environmental and Social Governance

Base: All respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%	
Very concerned (5.0)	169 27%	142 34%	27 13%	78 25%	91 30%	16 24%	84 32%	69 24%	9 35%	85 38%	74 21%	113 30%	33 40%	40 45%	44 21%	20 29%	38 36%	73 44%	41 30%	12 17%	4 7%	
Fairly concerned (4.0)	199 32%	133 32%	66 32%	105 34%	94 31%	30 45%	83 32%	86 30%	9 35%	70 31%	113 33%	139 37%	24 29%	27 30%	74 35%	24 35%	26 25%	36 22%	51 37%	33 47%	15 26%	
Neutral (3.0)	131 21%	74 18%	57 28%	73 23%	58 19%	13 19%	52 20%	66 23%	3 12%	39 17%	81 23%	70 18%	13 16%	12 13%	46 22%	14 20%	19 18%	30 18%	21 15%	14 20%	21 36%	
Not very concerned (2.0)	63 10%	29 7%	34 17%	30 10%	33 11%	6 9%	24 9%	33 11%	4 15%	14 6%	42 12%	29 8%	10 12%	8 9%	35 17%	10 14%	9 9%	13 8%	13 9%	3 4%	13 22%	
Not at all concerned (1.0)	47 8%	32 8%	15 7%	22 7%	25 8%	2 3%	17 6%	28 10%	1 4%	14 6%	29 8%	24 6%	2 2%	2 2%	11 5%	1 1%	12 11%	10 6%	11 8%	7 10%	4 7%	
Don't know	9 1%	4 1%	5 2%	4 1%	5 2%	- -	3 1%	6 2%	- -	1 *	6 2%	4 1%	1 1%	- -	2 1%	- -	1 1%	3 2%	- -	1 1%	1 2%	
NETS																						
Net: Concerned	368 60%	275 66%	93 46%	183 59%	185 60%	46 69%	167 63%	155 54%	18 69%	155 70%	187 54%	252 66%	57 69%	67 75%	118 56%	44 64%	64 61%	109 66%	92 67%	45 64%	19 33%	
Net: Not concerned	110 18%	61 15%	49 24%	52 17%	58 19%	8 12%	41 16%	61 21%	5 19%	28 13%	71 21%	53 14%	12 14%	10 11%	46 22%	11 16%	21 20%	23 14%	24 18%	10 14%	17 29%	
Mean score	3.62	3.79	3.28	3.61	3.64	3.78	3.74	3.48	3.81	3.89	3.47	3.77	3.93	4.07	3.50	3.75	3.66	3.92	3.72	3.58	3.04	
Standard deviation	1.21	1.21	1.13	1.17	1.25	1.01	1.19	1.25	1.20	1.17	1.20	1.15	1.13	1.07	1.15	1.08	1.36	1.23	1.22	1.14	1.03	
Standard error	.05	.06	.08	.07	.07	.12	.07	.07	.24	.08	.07	.06	.12	.11	.08	.13	.13	.10	.10	.14	.14	

Columns Tested: a,b - a,b - a,b,c - a,b,c,d - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q5_SUM. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

SUMMARY TABLE

Base: All respondents (excluding don't know)

	Total						NETS			Mean
		Very concerned	Fairly concerned	Neutral	Not very concerned	Not at all concerned	Concerned	Not concerned		
Customer/vendor due diligence	610 100%	195 32%	214 35%	111 18%	64 10%	26 4%	409 67%	90 15%	3.80	
Internal training to ensure understanding of regulations	614 100%	172 28%	223 36%	135 22%	52 8%	32 5%	395 64%	84 14%	3.73	
Ongoing supplier/vendor monitoring	608 100%	167 27%	225 37%	120 20%	54 9%	42 7%	392 64%	96 16%	3.69	
Implementing a risk based approach	612 100%	167 27%	211 34%	125 20%	64 10%	45 7%	378 62%	109 18%	3.64	
Environmental and Social Governance	609 100%	169 28%	199 33%	131 22%	63 10%	47 8%	368 60%	110 18%	3.62	
Anti bribery and corruption checks	607 100%	173 29%	181 30%	109 18%	76 13%	68 11%	354 58%	144 24%	3.52	
Adverse media checks	609 100%	163 27%	191 31%	127 21%	75 12%	53 9%	354 58%	128 21%	3.55	
Politically exposed persons and sanction checks	607 100%	163 27%	182 30%	132 22%	72 12%	58 10%	345 57%	130 21%	3.53	
Identifying beneficial owners	603 100%	175 29%	165 27%	133 22%	75 12%	55 9%	340 56%	130 22%	3.55	
Supplier due diligence e.g. ensuring that modern slavery and human trafficking is not taking place within the business or supply chains	607 100%	181 30%	154 25%	117 19%	84 14%	71 12%	335 55%	155 26%	3.48	
Formulation of modern Anti-Slavery policy	600 100%	162 27%	143 24%	109 18%	83 14%	103 17%	305 51%	186 31%	3.30	

Compliance and Procurement Sentiment

Q5_1. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Customer/vendor due diligence

Base: All respondents (excluding don't know)

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	610 100%	409 100%	201 100%	307 100%	303 100%	67 100%	260 100%	283 100%	26 100%	222 100%	341 100%	374 100%	83 100%	89 100%	210 100%	69 100%	105 100%	164 100%	136 100%	70 100%	57 100%	
Very concerned (5.0)	195 32%	157 38%	38 19%	87 28%	108 36%	24 36%	91 35%	80 28%	11 42%	92 41%	88 26%	128 34%	30 36%	34 38%	46 22%	24 35%	46 44%	68 41%	46 34%	23 33%	5 9%	
Fairly concerned (4.0)	214 35%	134 33%	80 40%	112 36%	102 34%	24 36%	93 36%	97 34%	10 38%	67 30%	134 39%	139 37%	33 40%	32 36%	88 42%	24 35%	31 30%	56 34%	50 37%	30 43%	15 26%	
Neutral (3.0)	111 18%	58 14%	53 26%	62 20%	49 16%	13 19%	41 16%	57 20%	1 4%	33 15%	68 20%	57 15%	14 17%	16 18%	47 22%	10 14%	14 13%	26 16%	22 16%	6 9%	22 39%	
Not very concerned (2.0)	64 10%	41 10%	23 11%	30 10%	34 11%	5 7%	24 9%	35 12%	4 15%	20 9%	36 11%	36 10%	2 2%	6 7%	24 11%	9 13%	9 9%	9 5%	12 9%	6 9%	12 21%	
Not at all concerned (1.0)	26 4%	19 5%	7 3%	16 5%	10 3%	1 1%	11 4%	14 5%	- -	10 5%	15 4%	14 4%	4 5%	1 1%	5 2%	2 3%	5 5%	5 3%	6 4%	5 7%	3 5%	
NETS																						
Net: Concerned	409 67%	291 71%	118 59%	199 65%	210 69%	48 72%	184 71%	177 63%	21 81%	159 72%	222 65%	267 71%	63 76%	66 74%	134 64%	48 70%	77 73%	124 76%	96 71%	53 76%	20 35%	
Net: Not concerned	90 15%	60 15%	30 15%	46 15%	44 15%	6 9%	35 13%	49 17%	4 15%	30 14%	51 15%	50 13%	6 7%	7 8%	29 14%	11 16%	14 13%	14 9%	18 13%	11 16%	15 26%	
Mean score	3.80	3.90	3.59	3.73	3.87	3.97	3.88	3.69	4.08	3.95	3.72	3.89	4.00	4.03	3.70	3.86	3.99	4.05	3.87	3.86	3.12	
Standard deviation	1.13	1.16	1.03	1.13	1.12	1.00	1.12	1.15	1.06	1.15	1.09	1.10	1.04	.97	1.01	1.13	1.16	1.03	1.11	1.18	1.02	
Standard error	.05	.06	.07	.06	.06	.12	.07	.07	.21	.08	.06	.06	.11	.10	.07	.14	.11	.08	.10	.14	.13	

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d



Compliance and Procurement Sentiment

Q5_2. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Formulation of modern Anti-Slavery policy

Base: All respondents (excluding don't know)

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
Significance Level: 95%																						
Total	600 100%	401 100%	199 100%	301 100%	299 100%	66 100%	259 100%	275 100%	26 100%	220 100%	335 100%	368 100%	83 100%	87 100%	207 100%	69 100%	104 100%	163 100%	137 100%	68 100%	56 100%	
Very concerned (5.0)	162 27%	131 33%	31 16%	73 24%	89 30%	19 29%	85 33%	58 21%	9 35%	83 38%	70 21%	107 29%	33 40%	33 38%	48 23%	20 29%	36 35%	65 40%	39 28%	18 26%	5 9%	
Fairly concerned (4.0)	143 24%	98 24%	45 23%	78 26%	65 22%	26 39%	66 25%	51 19%	7 27%	64 29%	71 21%	96 26%	21 25%	26 30%	47 23%	13 19%	25 24%	41 25%	38 28%	23 34%	6 11%	
Neutral (3.0)	109 18%	59 15%	50 25%	53 18%	56 19%	9 14%	45 17%	55 20%	7 27%	27 12%	69 21%	63 17%	15 18%	19 22%	45 22%	17 25%	18 17%	27 17%	21 15%	6 9%	16 29%	
Not very concerned (2.0)	83 14%	45 11%	38 19%	44 15%	39 13%	6 9%	28 11%	49 18%	1 4%	20 9%	59 18%	47 13%	6 7%	4 5%	35 17%	8 12%	10 10%	14 9%	19 14%	6 9%	13 23%	
Not at all concerned (1.0)	103 17%	68 17%	35 18%	53 18%	50 17%	6 9%	35 14%	62 23%	2 8%	26 12%	66 20%	55 15%	8 10%	5 6%	32 15%	11 16%	15 14%	16 10%	20 15%	15 22%	16 29%	
NETS																						
Net: Concerned	305 51%	229 57%	76 38%	151 50%	154 52%	45 68%	151 58%	109 40%	16 62%	147 67%	141 42%	203 55%	54 65%	59 68%	95 46%	33 48%	61 59%	106 65%	77 56%	41 60%	11 20%	
Net: Not concerned	186 31%	113 28%	73 37%	97 32%	89 30%	12 18%	63 24%	111 40%	3 12%	46 21%	125 37%	102 28%	14 17%	9 10%	67 32%	19 28%	25 24%	30 18%	39 28%	21 31%	29 52%	
Mean score	3.30	3.45	2.99	3.25	3.35	3.70	3.53	2.98	3.77	3.72	3.06	3.42	3.78	3.90	3.21	3.33	3.55	3.77	3.42	3.34	2.48	
Standard deviation	1.43	1.47	1.32	1.42	1.45	1.24	1.39	1.45	1.21	1.36	1.42	1.41	1.31	1.14	1.38	1.42	1.42	1.32	1.41	1.51	1.26	
Standard error	.06	.07	.09	.08	.08	.15	.09	.09	.24	.09	.08	.07	.14	.12	.10	.17	.14	.10	.12	.18	.17	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q5_3. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Supplier due diligence e.g. ensuring that modern slavery and human trafficking is not taking place within the business or supply chains

Base: All respondents (excluding don't know)

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
Significance Level: 95%																						
Total	607 100%	408 100%	199 100%	306 100%	301 100%	67 100%	259 100%	281 100%	26 100%	223 100%	336 100%	375 100%	82 100%	89 100%	207 100%	68 100%	105 100%	164 100%	137 100%	70 100%	57 100%	
Very concerned (5.0)	181 30%	145 36%	36 18%	81 26%	100 33%	23 34%	84 32%	74 26%	13 50%	85 38%	83 25%	121 32%	40 ade	43 ade	52 25%	21 31%	41 39%	74 45%	39 28%	24 34%	5 9%	
Fairly concerned (4.0)	154 25%	95 23%	59 30%	75 25%	79 26%	19 28%	69 27%	66 23%	5 19%	58 26%	90 27%	98 26%	17 21%	15 17%	60 29%	21 31%	26 25%	38 23%	39 28%	23 33%	10 18%	
Neutral (3.0)	117 19%	72 18%	45 23%	61 20%	56 19%	13 19%	49 19%	55 20%	3 12%	34 15%	70 21%	69 18%	11 13%	24 27%	40 19%	11 16%	19 18%	20 12%	28 20%	8 11%	16 28%	
Not very concerned (2.0)	84 14%	45 11%	39 20%	44 14%	40 13%	9 13%	29 11%	46 16%	3 12%	28 13%	50 15%	43 11%	10 12%	5 6%	38 18%	11 16%	11 10%	18 11%	17 12%	6 9%	14 25%	
Not at all concerned (1.0)	71 12%	51 13%	20 10%	45 15%	26 9%	3 4%	28 11%	40 14%	2 8%	18 8%	43 13%	44 12%	4 5%	2 2%	17 8%	4 6%	8 8%	14 9%	14 10%	9 13%	12 21%	
NETS																						
Net: Concerned	335 55%	240 59%	95 48%	156 51%	179 59%	42 63%	153 59%	140 50%	18 69%	143 64%	173 51%	219 58%	57 70%	58 65%	112 54%	42 62%	67 64%	112 68%	78 57%	47 67%	15 26%	
Net: Not concerned	155 26%	96 24%	59 30%	89 29%	66 22%	12 18%	57 22%	86 31%	5 19%	46 21%	93 28%	87 23%	14 17%	7 8%	55 27%	15 22%	19 18%	32 20%	31 23%	15 21%	26 46%	
Mean score	3.48	3.58	3.26	3.34	3.62	3.75	3.59	3.31	3.92	3.74	3.36	3.56	3.96	4.03	3.44	3.65	3.77	3.85	3.53	3.67	2.68	
Standard deviation	1.35	1.39	1.25	1.39	1.30	1.20	1.33	1.39	1.35	1.30	1.34	1.35	1.25	1.09	1.27	1.24	1.28	1.33	1.30	1.37	1.24	
Standard error	.05	.07	.09	.08	.07	.15	.08	.08	.27	.09	.07	.07	.14	.12	.09	.15	.12	.10	.11	.16	.16	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q5_4. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Ongoing supplier/vendor monitoring

Base: All respondents (excluding don't know)

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
Significance Level: 95%																						
Total	608 100%	409 100%	199 100%	307 100%	301 100%	66 100%	260 100%	282 100%	26 100%	221 100%	340 100%	374 100%	82 100%	87 100%	210 100%	69 100%	105 100%	164 100%	134 100%	70 100%	56 100%	
Very concerned (5.0)	167 27%	136 33%	31 16%	71 23%	96 32%	19 29%	76 29%	72 26%	7 27%	84 38%	74 22%	105 28%	19 23%	27 31%	37 18%	16 23%	45 43%	63 38%	32 24%	15 21%	8 14%	
Fairly concerned (4.0)	225 37%	143 35%	82 41%	117 38%	108 36%	27 41%	94 36%	104 37%	10 38%	72 33%	137 40%	154 41%	36 44%	31 36%	93 44%	32 46%	25 24%	49 30%	61 46%	29 41%	16 29%	
Neutral (3.0)	120 20%	66 16%	54 27%	66 21%	54 18%	12 18%	47 18%	61 22%	4 15%	36 16%	74 22%	66 18%	19 23%	20 23%	49 23%	13 19%	20 19%	32 20%	19 14%	16 23%	21 38%	
Not very concerned (2.0)	54 9%	33 8%	21 11%	32 10%	22 7%	3 5%	26 10%	25 9%	2 8%	12 5%	36 11%	26 7%	1 1%	5 6%	21 10%	5 7%	7 7%	12 7%	11 8%	4 6%	8 14%	
Not at all concerned (1.0)	42 7%	31 8%	11 6%	21 7%	21 7%	5 8%	17 7%	20 7%	3 12%	17 8%	19 6%	23 6%	7 9%	4 5%	10 5%	3 4%	8 8%	8 5%	11 8%	6 9%	3 5%	
NETS																						
Net: Concerned	392 64%	279 68%	113 57%	188 61%	204 68%	46 70%	170 65%	176 62%	17 65%	156 71%	211 62%	259 69%	55 67%	58 67%	130 62%	48 70%	70 67%	112 68%	93 69%	44 63%	24 43%	
Net: Not concerned	96 16%	64 16%	32 16%	53 17%	43 14%	8 12%	43 17%	45 16%	5 19%	29 13%	55 16%	49 13%	8 10%	9 10%	31 15%	8 12%	15 14%	20 12%	22 16%	10 14%	11 20%	
Mean score	3.69	3.78	3.51	3.60	3.78	3.79	3.72	3.65	3.62	3.88	3.62	3.78	3.72	3.83	3.60	3.77	3.88	3.90	3.69	3.61	3.32	
Standard deviation	1.16	1.21	1.05	1.15	1.17	1.14	1.18	1.16	1.30	1.20	1.11	1.12	1.10	1.08	1.04	1.03	1.25	1.14	1.17	1.15	1.06	
Standard error	.05	.06	.07	.07	.07	.14	.07	.07	.25	.08	.06	.06	.12	.12	.07	.12	.12	.09	.10	.14	.14	

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q5_5. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Anti bribery and corruption checks

Base: All respondents (excluding don't know)

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
Significance Level: 95%	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	607 100%	407 100%	200 100%	307 100%	300 100%	67 100%	259 100%	281 100%	26 100%	221 100%	338 100%	371 100%	82 100%	88 100%	210 100%	69 100%	105 100%	164 100%	134 100%	68 100%	57 100%
Very concerned (5.0)	173 29%	137 34%	36 18%	76 25%	97 32%	21 31%	85 33%	67 24%	12 46%	80 36%	80 24%	110 30%	26 32%	32 36%	43 20%	16 23%	42 40%	73 45%	43 32%	17 25%	3 5%
Fairly concerned (4.0)	181 30%	122 30%	59 30%	103 34%	78 26%	23 34%	79 31%	79 28%	6 23%	70 32%	103 30%	118 32%	33 40%	32 36%	69 33%	23 33%	30 29%	48 29%	39 29%	24 35%	12 21%
Neutral (3.0)	109 18%	63 15%	46 23%	56 18%	53 18%	12 18%	46 18%	51 18%	5 19%	37 17%	58 17%	69 19%	14 17%	17 19%	41 20%	10 14%	13 12%	21 13%	21 16%	9 13%	18 32%
Not very concerned (2.0)	76 13%	37 9%	39 20%	39 13%	37 12%	5 7%	24 9%	47 17%	3 12%	16 7%	53 16%	34 9%	5 6%	3 3%	36 17%	12 17%	11 10%	13 8%	16 12%	12 18%	13 23%
Not at all concerned (1.0)	68 11%	48 12%	20 10%	33 11%	35 12%	6 9%	25 10%	37 13%	- -	18 8%	44 13%	40 11%	4 5%	4 5%	21 10%	8 12%	9 9%	9 5%	15 11%	6 9%	11 19%
NETS																					
Net: Concerned	354 58%	259 64%	95 48%	179 58%	175 58%	44 66%	164 63%	146 52%	18 69%	150 68%	183 54%	228 61%	59 72%	64 73%	112 53%	39 57%	72 69%	121 74%	82 61%	41 60%	15 26%
Net: Not concerned	144 24%	85 21%	59 30%	72 23%	72 24%	11 16%	49 19%	84 30%	3 12%	34 15%	97 29%	74 20%	9 11%	7 8%	57 27%	20 29%	20 19%	22 13%	31 23%	18 26%	24 42%
Mean score	3.52	3.65	3.26	3.49	3.55	3.72	3.68	3.33	4.04	3.81	3.36	3.60	3.88	3.97	3.37	3.39	3.81	3.99	3.59	3.50	2.70
Standard deviation	1.32	1.34	1.25	1.28	1.36	1.24	1.28	1.35	1.08	1.23	1.34	1.29	1.08	1.06	1.26	1.33	1.30	1.18	1.34	1.29	1.16
Standard error	.05	.07	.09	.07	.08	.15	.08	.08	.21	.08	.07	.07	.12	.11	.09	.16	.13	.09	.12	.16	.15

Columns Tested: a-b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q5_6. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Politically exposed persons and sanction checks

Base: All respondents (excluding don't know)

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
	a	b		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																						
Total	607 100%	405 100%	202 100%	305 100%	302 100%	67 100%	260 100%	280 100%	26 100%	219 100%	341 100%	370 100%	83 100%	88 100%	211 100%	69 100%	105 100%	164 100%	137 100%	68 100%	57 100%	
Very concerned (5.0)	163 27%	130 32%	33 16%	71 23%	92 30%	15 22%	88 34%	60 21%	10 38%	85 39%	67 20%	105 28%	29 35%	33 38%	42 20%	19 28%	42 40%	70 43%	39 28%	17 25%	7 12%	
Fairly concerned (4.0)	182 30%	128 32%	54 27%	102 33%	80 26%	32 48%	72 28%	78 28%	8 31%	71 32%	99 29%	126 34%	34 41%	29 33%	72 34%	21 30%	25 24%	44 27%	44 32%	22 32%	12 21%	
Neutral (3.0)	132 22%	69 17%	63 31%	72 24%	60 20%	12 18%	52 20%	68 24%	5 19%	33 15%	86 25%	70 19%	10 12%	16 18%	54 26%	13 19%	20 19%	33 20%	23 17%	14 21%	23 40%	
Not very concerned (2.0)	72 12%	39 10%	33 16%	39 13%	33 11%	4 6%	28 11%	40 14%	3 12%	16 7%	50 15%	38 10%	5 6%	5 6%	28 13%	9 13%	7 7%	13 8%	16 12%	8 12%	10 18%	
Not at all concerned (1.0)	58 10%	39 10%	19 9%	21 7%	37 12%	4 6%	20 8%	34 12%	- -	14 6%	39 11%	31 8%	5 6%	5 6%	15 7%	7 10%	11 10%	4 2%	15 11%	7 10%	5 9%	
NETS																						
Net: Concerned	345 57%	258 64%	87 43%	173 57%	172 57%	47 70%	160 62%	138 49%	18 69%	156 71%	166 49%	231 62%	63 76%	62 70%	114 54%	40 58%	67 64%	114 70%	83 61%	39 57%	19 33%	
Net: Not concerned	130 21%	78 19%	52 26%	60 20%	70 23%	8 12%	48 18%	74 26%	3 12%	30 14%	89 26%	69 19%	10 12%	10 11%	43 20%	16 23%	18 17%	17 10%	31 23%	15 22%	15 26%	
Mean score	3.53	3.67	3.24	3.53	3.52	3.75	3.69	3.32	3.96	3.90	3.31	3.64	3.93	3.91	3.46	3.52	3.76	3.99	3.55	3.50	3.11	
Standard deviation	1.26	1.28	1.19	1.18	1.35	1.06	1.25	1.29	1.04	1.18	1.26	1.23	1.12	1.14	1.16	1.30	1.33	1.08	1.31	1.28	1.11	
Standard error	.05	.06	.08	.07	.08	.13	.08	.08	.20	.08	.07	.06	.12	.12	.08	.16	.13	.08	.11	.15	.15	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q5_7. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Identifying beneficial owners

Base: All respondents (excluding don't know)

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
Significance Level: 95%																						
Total	603 100%	404 100%	199 100%	303 100%	300 100%	67 100%	259 100%	277 100%	26 100%	223 100%	334 100%	371 100%	83 100%	89 100%	208 100%	69 100%	104 100%	162 100%	135 100%	69 100%	57 100%	
Very concerned (5.0)	175 29%	138 34%	37 19%	82 27%	93 31%	20 30%	86 33%	69 25%	9 35%	91 41%	74 22%	114 31%	31 37%	32 36%	48 23%	18 26%	45 43%	68 42%	43 32%	16 23%	3 5%	
Fairly concerned (4.0)	165 27%	112 28%	53 27%	93 31%	72 24%	26 39%	78 30%	61 22%	6 23%	66 30%	90 27%	119 32%	31 37%	30 34%	67 32%	20 29%	16 15%	45 28%	37 27%	29 42%	10 18%	
Neutral (3.0)	133 22%	76 19%	57 29%	64 21%	69 23%	11 16%	54 21%	68 25%	7 27%	32 14%	84 25%	70 19%	14 17%	19 21%	47 23%	15 22%	22 21%	28 17%	29 21%	7 10%	24 42%	
Not very concerned (2.0)	75 12%	40 10%	35 18%	35 12%	40 13%	6 9%	20 8%	49 18%	4 15%	15 7%	52 16%	35 9%	2 2%	4 4%	33 16%	11 16%	11 11%	12 7%	15 11%	9 13%	16 28%	
Not at all concerned (1.0)	55 9%	38 9%	17 9%	29 10%	26 9%	4 6%	21 8%	30 11%	- -	19 9%	34 10%	33 9%	5 6%	4 4%	13 6%	5 7%	10 10%	9 6%	11 8%	8 12%	4 7%	
NETS																						
Net: Concerned	340 56%	250 62%	90 45%	175 58%	165 55%	46 69%	164 63%	130 47%	15 58%	157 70%	164 49%	233 63%	62 75%	62 70%	115 55%	38 55%	61 59%	113 70%	80 59%	45 65%	13 23%	
Net: Not concerned	130 22%	78 19%	52 26%	64 21%	66 22%	10 15%	41 16%	79 29%	4 15%	34 15%	86 26%	68 18%	7 8%	8 9%	46 22%	16 23%	21 20%	21 13%	26 19%	17 25%	20 35%	
Mean score	3.55	3.67	3.29	3.54	3.55	3.78	3.73	3.32	3.77	3.87	3.35	3.66	3.98	3.92	3.50	3.51	3.72	3.93	3.64	3.52	2.86	
Standard deviation	1.28	1.29	1.20	1.26	1.29	1.15	1.23	1.31	1.11	1.26	1.26	1.25	1.09	1.08	1.19	1.24	1.37	1.18	1.26	1.30	.97	
Standard error	.05	.06	.09	.07	.07	.14	.08	.08	.22	.08	.07	.06	.12	.11	.08	.15	.13	.09	.11	.16	.13	

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d



Compliance and Procurement Sentiment

Q5_8. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Implementing a risk based approach

Base: All respondents (excluding don't know)

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
Significance Level: 95%																						
Total	612 100%	410 100%	202 100%	309 100%	303 100%	67 100%	262 100%	283 100%	26 100%	222 100%	342 100%	375 100%	82 100%	89 100%	211 100%	68 100%	105 100%	163 100%	137 100%	70 100%	57 100%	
Very concerned (5.0)	167 27%	139 34%	28 14%	78 25%	89 29%	21 31%	85 32%	61 22%	12 46%	90 41%	64 19%	108 29%	30 37%	37 42%	38 18%	15 22%	43 41%	72 44%	40 29%	15 21%	3 5%	
Fairly concerned (4.0)	211 34%	138 34%	73 36%	118 38%	93 31%	25 37%	89 34%	97 34%	5 19%	68 31%	130 38%	143 38%	34 41%	29 33%	87 41%	33 49%	27 26%	50 31%	52 38%	29 41%	17 30%	
Neutral (3.0)	125 20%	71 17%	54 27%	58 19%	67 22%	11 16%	50 19%	64 23%	7 27%	28 13%	81 24%	75 20%	10 12%	17 19%	42 20%	10 15%	17 16%	17 10%	25 18%	13 19%	23 40%	
Not very concerned (2.0)	64 10%	33 8%	31 15%	32 10%	32 11%	6 9%	19 7%	39 14%	2 8%	15 7%	43 13%	28 7%	5 6%	5 6%	28 13%	7 10%	10 10%	16 10%	10 7%	6 9%	12 21%	
Not at all concerned (1.0)	45 7%	29 7%	16 8%	23 7%	22 7%	4 6%	19 7%	22 8%	- -	21 9%	24 7%	21 6%	3 4%	1 1%	16 8%	3 4%	8 8%	8 5%	10 7%	7 10%	2 4%	
NETS																						
Net: Concerned	378 62%	277 68%	101 50%	196 63%	182 60%	46 69%	174 66%	158 56%	17 65%	158 71%	194 57%	251 67%	64 78%	66 74%	125 59%	48 71%	70 67%	122 75%	92 67%	44 63%	20 35%	
Net: Not concerned	109 18%	62 15%	47 23%	55 18%	54 18%	10 15%	38 15%	61 22%	2 8%	36 16%	67 20%	49 13%	8 10%	6 7%	44 21%	10 15%	18 17%	24 15%	20 15%	13 19%	14 25%	
Mean score	3.64	3.79	3.33	3.63	3.64	3.79	3.77	3.48	4.04	3.86	3.49	3.77	4.01	4.08	3.49	3.74	3.83	3.99	3.74	3.56	3.12	
Standard deviation	1.20	1.20	1.13	1.18	1.21	1.16	1.19	1.19	1.04	1.28	1.14	1.11	1.04	.97	1.16	1.06	1.27	1.18	1.17	1.21	.93	
Standard error	.05	.06	.08	.07	.07	.14	.07	.07	.20	.09	.06	.06	.11	.10	.08	.13	.12	.09	.10	.14	.12	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q5_9. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Adverse media checks

Base: All respondents (excluding don't know)

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
Significance Level: 95%																						
Total	609	410	199	309	300	66	261	282	26	222	338	375	82	86	207	69	105	163	136	69	57	
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	
Very concerned (5.0)	163	135	28	80	83	19	89	55	14	84	63	108	26	37	43	16	37	63	39	19	7	
	27%	33%	14%	26%	28%	29%	34%	20%	54%	38%	19%	29%	32%	43%	21%	23%	35%	39%	29%	28%	12%	
		b		a	b	a	c		a	b	c	d		ade	e	d	d	d	d	d		
Fairly concerned (4.0)	191	121	70	101	90	20	79	92	4	69	111	125	29	26	72	26	32	55	44	27	15	
	31%	30%	35%	33%	30%	30%	30%	33%	15%	31%	33%	33%	35%	30%	35%	38%	30%	34%	32%	39%	26%	
Neutral (3.0)	127	76	51	66	61	17	48	62	7	35	80	72	17	14	50	14	16	22	23	13	19	
	21%	19%	26%	21%	20%	26%	18%	22%	27%	16%	24%	19%	21%	16%	24%	20%	15%	13%	17%	19%	33%	
		a		a	b	a	b	c	b	a	b	a	b	c	d	e	f	a	b	c	d	
Not very concerned (2.0)	75	41	34	42	33	9	23	43	1	22	48	39	7	5	29	7	10	14	18	7	11	
	12%	10%	17%	14%	11%	14%	9%	15%	4%	10%	14%	10%	9%	6%	14%	10%	10%	9%	13%	10%	19%	
		a		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Not at all concerned (1.0)	53	37	16	20	33	1	22	30	-	12	36	31	3	4	13	6	10	9	12	3	5	
	9%	9%	8%	6%	11%	2%	8%	11%	-	5%	11%	8%	4%	5%	6%	9%	10%	6%	9%	4%	9%	
		a		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
NETS																						
Net: Concerned	354	256	98	181	173	39	168	147	18	153	174	233	55	63	115	42	69	118	83	46	22	
	58%	62%	49%	59%	58%	59%	64%	52%	69%	69%	51%	62%	67%	73%	56%	61%	66%	72%	61%	67%	39%	
		b		a	b	a	c		a	b	c	a	b	d	e	f	a	bd	d	d		
Net: Not concerned	128	78	50	62	66	10	45	73	1	34	84	70	10	9	42	13	20	23	30	10	16	
	21%	19%	25%	20%	22%	15%	17%	26%	4%	15%	25%	19%	12%	10%	20%	19%	19%	14%	22%	14%	28%	
		a		a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Mean score	3.55	3.67	3.30	3.58	3.52	3.71	3.73	3.35	4.19	3.86	3.35	3.64	3.83	4.01	3.50	3.57	3.72	3.91	3.59	3.75	3.14	
		b		a	b	c	c		a	b	c	a	b	ade	d	e	f	bd	d	d		
Standard deviation	1.25	1.27	1.15	1.19	1.30	1.08	1.25	1.25	.98	1.19	1.24	1.23	1.09	1.12	1.15	1.21	1.30	1.17	1.27	1.10	1.14	
Standard error	.05	.06	.08	.07	.08	.13	.08	.07	.19	.08	.07	.06	.12	.12	.08	.15	.13	.09	.11	.13	.15	

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q5_10. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Internal training to ensure understanding of regulations

Base: All respondents (excluding don't know)

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
Significance Level: 95%																						
Total	614 100%	412 100%	202 100%	311 100%	303 100%	67 100%	262 100%	285 100%	26 100%	223 100%	342 100%	377 100%	83 100%	89 100%	211 100%	69 100%	105 100%	164 100%	137 100%	70 100%	57 100%	
Very concerned (5.0)	172 28%	140 34%	32 16%	78 25%	94 31%	20 30%	76 29%	76 27%	8 31%	84 38%	78 23%	107 28%	25 30%	33 37%	42 20%	12 17%	45 43%	73 45%	33 24%	14 20%	9 16%	
Fairly concerned (4.0)	223 36%	147 36%	76 38%	126 41%	97 32%	29 43%	97 37%	97 34%	6 23%	85 38%	122 36%	152 40%	35 42%	35 39%	89 42%	32 46%	28 27%	57 35%	53 39%	36 51%	15 26%	
Neutral (3.0)	135 22%	79 19%	56 28%	64 21%	71 23%	13 19%	55 21%	67 24%	8 31%	30 13%	86 25%	78 21%	16 19%	14 16%	48 23%	15 22%	17 16%	17 10%	33 24%	11 16%	19 33%	
Not very concerned (2.0)	52 8%	24 6%	28 14%	27 9%	25 8%	3 4%	22 8%	27 9%	3 12%	11 5%	38 11%	23 6%	4 5%	5 6%	22 10%	6 9%	8 8%	10 6%	11 8%	4 6%	10 18%	
Not at all concerned (1.0)	32 5%	22 5%	10 5%	16 5%	16 5%	2 3%	12 5%	18 6%	1 4%	13 6%	18 5%	17 5%	3 4%	2 2%	10 5%	4 6%	7 7%	7 4%	7 5%	5 7%	4 7%	
NETS																						
Net: Concerned	395 64%	287 70%	108 53%	204 66%	191 63%	49 73%	173 66%	173 61%	14 54%	169 76%	200 58%	259 69%	60 72%	68 76%	131 62%	44 64%	73 70%	130 79%	86 63%	50 71%	24 42%	
Net: Not concerned	84 14%	46 11%	38 19%	43 14%	41 14%	5 7%	34 13%	45 16%	4 15%	24 11%	56 16%	40 11%	7 8%	7 8%	32 15%	10 14%	15 14%	17 10%	18 13%	9 13%	14 25%	
Mean score	3.73	3.87	3.46	3.72	3.75	3.93	3.77	3.65	3.65	3.97	3.60	3.82	3.90	4.03	3.62	3.61	3.91	4.09	3.69	3.71	3.26	
Standard deviation	1.11	1.11	1.07	1.09	1.14	.97	1.10	1.15	1.16	1.11	1.11	1.05	1.01	.98	1.06	1.06	1.23	1.08	1.08	1.08	1.14	
Standard error	.04	.05	.08	.06	.07	.12	.07	.07	.23	.07	.06	.05	.11	.10	.07	.13	.12	.08	.09	.13	.15	

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q5_11. How concerned, if at all, are you about the impact of any of the following on your business in the next 6 months?

Environmental and Social Governance

Base: All respondents (excluding don't know)

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies	
Significance Level: 95%																						
Total	609 100%	410 100%	199 100%	308 100%	301 100%	67 100%	260 100%	282 100%	26 100%	222 100%	339 100%	375 100%	82 100%	89 100%	210 100%	69 100%	104 100%	162 100%	137 100%	69 100%	57 100%	
Very concerned (5.0)	169 28%	142 35%	27 14%	78 25%	91 30%	16 24%	84 32%	69 24%	9 35%	85 38%	74 22%	113 30%	33 40%	40 45%	44 21%	20 29%	38 37%	73 45%	41 30%	12 17%	4 7%	
Fairly concerned (4.0)	199 33%	133 32%	66 33%	105 34%	94 31%	30 45%	83 32%	86 30%	9 35%	70 32%	113 33%	139 37%	24 29%	27 30%	74 35%	24 35%	26 25%	36 22%	51 37%	33 48%	15 26%	
Neutral (3.0)	131 22%	74 18%	57 29%	73 24%	58 19%	13 19%	52 20%	66 23%	3 12%	39 18%	81 24%	70 19%	13 16%	12 13%	46 22%	14 20%	19 18%	30 19%	21 15%	14 20%	21 37%	
Not very concerned (2.0)	63 10%	29 7%	34 17%	30 10%	33 11%	6 9%	24 9%	33 12%	4 15%	14 6%	42 12%	29 8%	10 12%	8 9%	35 17%	10 14%	9 9%	13 8%	13 9%	3 4%	13 23%	
Not at all concerned (1.0)	47 8%	32 8%	15 8%	22 7%	25 8%	2 3%	17 7%	28 10%	1 4%	14 6%	29 9%	24 6%	2 2%	2 2%	11 5%	1 1%	12 12%	10 6%	11 8%	7 10%	4 7%	
NETS																						
Net: Concerned	368 60%	275 67%	93 47%	183 59%	185 61%	46 69%	167 64%	155 55%	18 69%	155 70%	187 55%	252 67%	57 70%	67 75%	118 56%	44 64%	64 62%	109 67%	92 67%	45 65%	19 33%	
Net: Not concerned	110 18%	61 15%	49 25%	52 17%	58 19%	8 12%	41 16%	61 22%	5 19%	28 13%	71 21%	53 14%	12 15%	10 11%	46 22%	11 16%	21 20%	23 14%	24 18%	10 14%	17 30%	
Mean score	3.62	3.79	3.28	3.61	3.64	3.78	3.74	3.48	3.81	3.89	3.47	3.77	3.93	4.07	3.50	3.75	3.66	3.92	3.72	3.58	3.04	
Standard deviation	1.21	1.21	1.13	1.17	1.25	1.01	1.19	1.25	1.20	1.17	1.20	1.15	1.13	1.07	1.15	1.08	1.36	1.23	1.22	1.14	1.03	
Standard error	.05	.06	.08	.07	.07	.12	.07	.07	.24	.08	.07	.06	.12	.11	.08	.13	.13	.10	.10	.14	.14	

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q6_SUM. Which of the following options, if any, would you say are barriers, and which are enablers to you doing your job effectively?

SUMMARY TABLE

Base: All respondents

	Total	Barrier	Enabler	Don't know	Not applicable
Budget	618 100%	311 50%	258 42%	33 5%	16 3%
Regulations	618 100%	304 49%	272 44%	32 5%	10 2%
Regulators	618 100%	302 49%	261 42%	39 6%	16 3%
Resources (people)	618 100%	256 41%	327 53%	27 4%	8 1%
Corporate culture e.g. ethics, values	618 100%	244 39%	318 51%	42 7%	14 2%
Knowledge e.g. understanding of global regulations	618 100%	221 36%	340 55%	39 6%	18 3%
Technology	618 100%	211 34%	374 61%	25 4%	8 1%

Compliance and Procurement Sentiment

Q6_1. Which of the following options, if any, would you say are barriers, and which are enablers to you doing your job effectively?

Technology

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barrier	211	151	60	116	95	26	95	90	10	95	101	125	34	35	61	15	45	84	44	20	17
	34%	36%	29%	37%	31%	39%	36%	31%	38%	43%	29%	33%	41%	39%	29%	22%	43%	51%	32%	29%	29%
										c			de	e		de	bcd				
Enabler	374	240	134	182	192	33	157	184	14	114	230	234	40	50	137	51	60	76	86	46	37
	61%	58%	66%	58%	63%	49%	60%	64%	54%	51%	67%	62%	48%	56%	65%	74%	57%	46%	63%	66%	64%
							a			b		b			b	bcf		a	a	a	a
Don't know	25	17	8	10	15	8	9	8	2	12	9	14	9	4	13	3	-	5	4	4	1
	4%	4%	4%	3%	5%	12%	3%	3%	8%	5%	3%	4%	11%	4%	6%	4%	-	3%	3%	6%	2%
						bc						f	af	f	f	f					
Not applicable	8	6	2	4	4	-	2	6	-	2	5	6	-	-	1	-	-	-	3	-	3
	1%	1%	1%	1%	1%	-	1%	2%	-	1%	1%	2%	-	-	*	-	-	-	2%	-	5%
																					a

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q6_2. Which of the following options, if any, would you say are barriers, and which are enablers to you doing your job effectively?

Regulators

Base: All respondents

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barrier	302	215	87	155	147	30	134	138	11	105	173	187	30	36	87	25	65	94	64	26	25
	49%	52%	43%	50%	48%	45%	51%	48%	42%	47%	50%	49%	36%	40%	41%	36%	62%	57%	47%	37%	43%
		b										be				abcde	c				
Enabler	261	160	101	135	126	30	109	122	12	103	139	158	43	44	111	39	36	62	67	39	25
	42%	39%	50%	43%	41%	45%	41%	42%	46%	46%	40%	42%	52%	49%	52%	57%	34%	38%	49%	56%	43%
		a										f	f	af	af			a	a	a	
Don't know	39	27	12	15	24	6	16	17	3	11	22	25	7	7	12	4	2	8	1	3	6
	6%	7%	6%	5%	8%	9%	6%	6%	12%	5%	6%	7%	8%	8%	6%	6%	2%	5%	1%	4%	10%
												f						b			b
Not applicable	16	12	4	7	9	1	4	11	-	4	11	9	3	2	2	1	2	1	5	2	2
	3%	3%	2%	2%	3%	1%	2%	4%	-	2%	3%	2%	4%	2%	1%	2%	1%	1%	4%	3%	3%

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d



Compliance and Procurement Sentiment

Q6_3. Which of the following options, if any, would you say are barriers, and which are enablers to you doing your job effectively?

Regulations

Base: All respondents

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barrier	304	217	87	146	158	32	126	146	9	106	174	187	35	44	93	32	59	91	65	33	26
	49%	52%	43%	47%	52%	48%	48%	51%	35%	48%	50%	49%	42%	49%	44%	46%	56%	55%	47%	47%	45%
		b														d					
Enabler	272	170	102	145	127	28	120	124	14	102	149	169	39	42	107	35	43	71	65	37	26
	44%	41%	50%	46%	42%	42%	46%	43%	54%	46%	43%	45%	47%	47%	50%	51%	41%	43%	47%	53%	45%
		a																			
Don't know	32	20	12	17	15	6	12	14	3	11	17	16	7	3	10	2	3	3	4	-	5
	5%	5%	6%	5%	5%	9%	5%	5%	12%	5%	5%	4%	8%	3%	5%	3%	3%	2%	3%	-	9%
																					ac
Not applicable	10	7	3	4	6	1	5	4	-	4	5	7	2	-	2	-	-	-	3	-	1
	2%	2%	1%	1%	2%	1%	2%	1%	-	2%	1%	2%	2%	-	1%	-	-	-	2%	-	2%

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q6_4. Which of the following options, if any, would you say are barriers, and which are enablers to you doing your job effectively?

Corporate culture e.g. ethics, values

Base: All respondents

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barrier	244	182	62	126	118	25	110	109	14	93	127	147	29	42	72	21	53	81	52	19	24
	39%	44%	30%	40%	39%	37%	42%	38%	54%	42%	37%	39%	35%	47%	34%	30%	50%	49%	38%	27%	41%
		b												de		abde	c				
Enabler	318	201	117	162	156	35	134	149	11	113	186	206	46	43	121	45	43	77	72	47	26
	51%	49%	57%	52%	51%	52%	51%	52%	42%	51%	54%	54%	55%	48%	57%	65%	41%	47%	53%	67%	45%
		a										f	f	f	cf					abd	
Don't know	42	24	18	16	26	6	16	20	-	14	25	18	5	3	14	3	9	5	9	4	4
	7%	6%	9%	5%	8%	9%	6%	7%	-	6%	7%	5%	6%	3%	7%	4%	9%	3%	7%	6%	7%
Not applicable	14	7	7	8	6	1	3	10	1	3	7	8	3	1	5	-	-	2	4	-	4
	2%	2%	3%	3%	2%	1%	1%	3%	4%	1%	2%	2%	4%	1%	2%	-	-	1%	3%	-	7%
																					ac

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q6_5. Which of the following options, if any, would you say are barriers, and which are enablers to you doing your job effectively?

Budget

Base: All respondents

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barrier	311	202	109	167	144	29	123	159	13	91	188	184	34	32	95	29	62	94	57	26	40
	50%	49%	53%	54%	47%	43%	47%	55%	50%	41%	54%	49%	41%	36%	45%	42%	59%	57%	42%	37%	69%
								b			b		c			bcde		bc			bc
Enabler	258	181	77	122	136	32	120	106	10	113	132	169	41	51	104	37	37	63	68	41	15
	42%	44%	38%	39%	44%	48%	46%	37%	38%	51%	38%	45%	49%	57%	49%	54%	35%	38%	50%	59%	26%
							c			c				af	f	f			ad		ad
Don't know	33	22	11	15	18	6	13	14	3	12	16	18	6	6	6	2	6	6	7	2	2
	5%	5%	5%	5%	6%	9%	5%	5%	12%	5%	5%	5%	7%	7%	3%	3%	6%	4%	5%	3%	3%
Not applicable	16	9	7	8	8	-	7	9	-	7	9	8	2	-	7	1	-	2	5	1	1
	3%	2%	3%	3%	3%	-	3%	3%	-	3%	3%	2%	2%	-	3%	1%	-	1%	4%	1%	2%

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q6_6. Which of the following options, if any, would you say are barriers, and which are enablers to you doing your job effectively?

Knowledge e.g. understanding of global regulations

Base: All respondents

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barrier	221	161	60	119	102	27	102	92	6	95	117	142	34	38	72	21	46	85	49	22	13
	36%	39%	29%	38%	33%	40%	39%	32%	23%	43%	34%	37%	41%	43%	34%	30%	44%	52%	36%	31%	22%
		b								c								bcd			
Enabler	340	216	124	171	169	36	135	169	16	112	198	206	44	49	124	43	55	75	74	42	34
	55%	52%	61%	55%	55%	54%	51%	59%	62%	50%	57%	54%	53%	55%	58%	62%	52%	45%	54%	60%	59%
		a																	a		
Don't know	39	26	13	17	22	4	23	12	3	14	18	20	5	2	12	5	2	4	10	4	4
	6%	6%	6%	5%	7%	6%	9%	4%	12%	6%	5%	5%	6%	2%	6%	7%	2%	2%	7%	6%	7%
							c												a		
Not applicable	18	11	7	5	13	-	3	15	1	2	12	11	-	-	4	-	2	1	4	2	7
	3%	3%	3%	2%	4%	-	1%	5%	4%	1%	3%	3%	-	-	2%	-	2%	1%	3%	3%	12%
							b														abc

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q6_7. Which of the following options, if any, would you say are barriers, and which are enablers to you doing your job effectively?

Resources (people)

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barrier	256	182	74	139	117	28	102	126	13	99	134	151	34	39	79	28	54	95	54	17	23
	41%	44%	36%	45%	38%	42%	39%	44%	50%	44%	39%	40%	41%	44%	37%	41%	51%	58%	39%	24%	40%
																ad	bcd		c		
Enabler	327	214	113	159	168	35	145	147	11	111	192	211	44	49	121	38	45	65	75	50	31
	53%	52%	55%	51%	55%	52%	55%	51%	42%	50%	56%	56%	53%	55%	57%	55%	43%	39%	55%	71%	53%
												f			f			a	abd		
Don't know	27	11	16	11	16	3	11	13	1	10	15	10	3	1	10	3	6	5	4	3	3
	4%	3%	8%	4%	5%	4%	4%	5%	4%	4%	4%	3%	4%	1%	5%	4%	6%	3%	3%	4%	5%
			a																		
Not applicable	8	7	1	3	5	1	5	2	1	3	4	7	2	-	2	-	-	-	4	-	1
	1%	2%	*	1%	2%	1%	2%	1%	4%	1%	1%	2%	2%	-	1%	-	-	-	3%	-	2%
																			a		

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q6_SUM. Which of the following options, if any, would you say are barriers, and which are enablers to you doing your job effectively?

SUMMARY TABLE

Base: All respondents (excluding don't know or Not applicable)

	Total	Barrier	Enabler
Budget	569 100%	311 55%	258 45%
Regulations	576 100%	304 53%	272 47%
Regulators	563 100%	302 54%	261 46%
Resources (people)	583 100%	256 44%	327 56%
Corporate culture e.g. ethics, values	562 100%	244 43%	318 57%
Knowledge e.g. understanding of global regulations	561 100%	221 39%	340 61%
Technology	585 100%	211 36%	374 64%

Compliance and Procurement Sentiment

Q6_1. Which of the following options, if any, would you say are barriers, and which are enablers to you doing your job effectively?

Technology

Base: All respondents (excluding don't know or Not applicable)

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA a	UK b	Compliance a	Procurement b	1-250 a	251-1,000 b	More than 1,000 c	Under £/\$1 million *a	Between £/\$1 million and £/\$10 million b	Above £/\$10 million c	North America a	Middle East & Africa b	Latin America (including Mexico) c	Europe (including Turkey) d	Asia-Pacific (including Russia) e	Global f	Financial Services a	Manufacturing b	Retail c	Government agencies d
Total	585 100%	391 100%	194 100%	298 100%	287 100%	59 100%	252 100%	274 100%	24 100%	209 100%	331 100%	359 100%	74 100%	85 100%	198 100%	66 100%	105 100%	160 100%	130 100%	66 100%	54 100%
Barrier	211 36%	151 39%	60 31%	116 39%	95 33%	26 44%	95 38%	90 33%	10 42%	95 45%	101 31%	125 35%	34 46%	35 41%	61 31%	15 23%	45 43%	84 53%	44 34%	20 30%	17 31%
Enabler	374 64%	240 61%	134 69%	182 61%	192 67%	33 56%	157 62%	184 67%	14 58%	114 55%	230 69%	234 65%	40 54%	50 59%	137 69%	51 77%	60 57%	76 48%	86 66%	46 70%	37 69%

Columns Tested: a.b - a,b - a,b.c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q6_2. Which of the following options, if any, would you say are barriers, and which are enablers to you doing your job effectively?

Regulators

Base: All respondents (excluding don't know or Not applicable)

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	563	375	188	290	273	60	243	260	23	208	312	345	73	80	198	64	101	156	131	65	50
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barrier	302	215	87	155	147	30	134	138	11	105	173	187	30	36	87	25	65	94	64	26	25
	54%	57%	46%	53%	54%	50%	55%	53%	48%	50%	55%	54%	41%	45%	44%	39%	64%	60%	49%	40%	50%
		b										bde				bcd	c				
Enabler	261	160	101	135	126	30	109	122	12	103	139	158	43	44	111	39	36	62	67	39	25
	46%	43%	54%	47%	46%	50%	45%	47%	52%	50%	45%	46%	59%	55%	56%	61%	36%	40%	51%	60%	50%
		a										af		f	af	af		a			a

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q6_3. Which of the following options, if any, would you say are barriers, and which are enablers to you doing your job effectively?

Regulations

Base: All respondents (excluding don't know or Not applicable)

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	576	387	189	291	285	60	246	270	23	208	323	356	74	86	200	67	102	162	130	70	52
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barrier	304	217	87	146	158	32	126	146	9	106	174	187	35	44	93	32	59	91	65	33	26
	53%	56%	46%	50%	55%	53%	51%	54%	39%	51%	54%	53%	47%	51%	47%	48%	58%	56%	50%	47%	50%
Enabler	272	170	102	145	127	28	120	124	14	102	149	169	39	42	107	35	43	71	65	37	26
	47%	44%	54%	50%	45%	47%	49%	46%	61%	49%	46%	47%	53%	49%	54%	52%	42%	44%	50%	53%	50%

Columns Tested: a.b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q6_4. Which of the following options, if any, would you say are barriers, and which are enablers to you doing your job effectively?

Corporate culture e.g. ethics, values

Base: All respondents (excluding don't know or Not applicable)

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	562	383	179	288	274	60	244	258	25	206	313	353	75	85	193	66	96	158	124	66	50
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barrier	244	182	62	126	118	25	110	109	14	93	127	147	29	42	72	21	53	81	52	19	24
	43%	48%	35%	44%	43%	42%	45%	42%	56%	45%	41%	42%	39%	49%	37%	32%	55%	51%	42%	29%	48%
		b												e		abde		c			c
Enabler	318	201	117	162	156	35	134	149	11	113	186	206	46	43	121	45	43	77	72	47	26
	57%	52%	65%	56%	57%	58%	55%	58%	44%	55%	59%	58%	61%	51%	63%	68%	45%	49%	58%	71%	52%
		a										f	f		f	cf		ad			ad

Columns Tested: a.b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q6_5. Which of the following options, if any, would you say are barriers, and which are enablers to you doing your job effectively?

Budget

Base: All respondents (excluding don't know or Not applicable)

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	569	383	186	289	280	61	243	265	23	204	320	353	75	83	199	66	99	157	125	67	55
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barrier	311	202	109	167	144	29	123	159	13	91	188	184	34	32	95	29	62	94	57	26	40
	55%	53%	59%	58%	51%	48%	51%	60%	57%	45%	59%	52%	45%	39%	48%	44%	63%	60%	46%	39%	73%
								b			b		c			bcde		bc			bc
Enabler	258	181	77	122	136	32	120	106	10	113	132	169	41	51	104	37	37	63	68	41	15
	45%	47%	41%	42%	49%	52%	49%	40%	43%	55%	41%	48%	55%	61%	52%	56%	37%	40%	54%	61%	27%
								c			c		f	af	f	f		ad			ad

Columns Tested: a.b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q6_6. Which of the following options, if any, would you say are barriers, and which are enablers to you doing your job effectively?

Knowledge e.g. understanding of global regulations

Base: All respondents (excluding don't know or Not applicable)

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR			
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d
Total	561	377	184	290	271	63	237	261	22	207	315	348	78	87	196	64	160	123	64	47
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barrier	221	161	60	119	102	27	102	92	6	95	117	142	34	38	72	21	85	49	22	13
	39%	43%	33%	41%	38%	43%	43%	35%	27%	46%	37%	41%	44%	44%	37%	33%	53%	40%	34%	28%
		b								c							bcd			
Enabler	340	216	124	171	169	36	135	169	16	112	198	206	44	49	124	43	75	74	42	34
	61%	57%	67%	59%	62%	57%	57%	65%	73%	54%	63%	59%	56%	56%	63%	67%	47%	60%	66%	72%
		a								b							a	a	a	a

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q6_7. Which of the following options, if any, would you say are barriers, and which are enablers to you doing your job effectively?

Resources (people)

Base: All respondents (excluding don't know or Not applicable)

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	583	396	187	298	285	63	247	273	24	210	326	362	78	88	200	66	99	160	129	67	54
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Barrier	256	182	74	139	117	28	102	126	13	99	134	151	34	39	79	28	54	95	54	17	23
	44%	46%	40%	47%	41%	44%	41%	46%	54%	47%	41%	42%	44%	44%	40%	42%	55%	bcd	c	25%	43%
Enabler	327	214	113	159	168	35	145	147	11	111	192	211	44	49	121	38	45	65	75	50	31
	56%	54%	60%	53%	59%	56%	59%	54%	46%	53%	59%	58%	56%	56%	61%	58%	45%	41%	58%	75%	57%
												f			f			a	abd		a

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q7_SUM. Which of the following has a positive, negative or no impact on the compliance/ procurement process in your organisation?

SUMMARY TABLE

Base: All respondents

	Total	Positive impact	No impact	Negative impact	Don't know
Collaboration with other parts of my organisation	618 100%	428 69%	136 22%	42 7%	12 2%
Technology used by my organisation	618 100%	415 67%	135 22%	61 10%	7 1%
Delivering existing business	618 100%	412 67%	167 27%	27 4%	12 2%
Development of new products for customers	618 100%	405 66%	162 26%	29 5%	22 4%
Policies and procedures within my organisation	618 100%	399 65%	144 23%	64 10%	11 2%
Winning new business	618 100%	387 63%	176 28%	39 6%	16 3%

Compliance and Procurement Sentiment

Q7_1. Which of the following has a positive, negative or no impact on the compliance/ procurement process in your organisation?

Technology used by my organisation

Base: All respondents

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Positive impact	415	299	116	200	215	43	180	192	17	153	232	266	51	62	128	39	78	118	100	43	30
	67%	72%	57%	64%	70%	64%	68%	67%	65%	69%	67%	70%	61%	70%	60%	57%	74%	72%	73%	61%	52%
		b										de					d		d		
No impact	135	83	52	71	64	18	60	57	7	51	72	85	23	20	56	21	16	28	26	24	15
	22%	20%	25%	23%	21%	27%	23%	20%	27%	23%	21%	22%	28%	22%	26%	30%	15%	17%	19%	34%	26%
		f										f			f				ab		
Negative impact	61	29	32	37	24	6	20	35	2	16	38	26	7	6	25	8	11	19	10	2	11
	10%	7%	16%	12%	8%	9%	8%	12%	8%	7%	11%	7%	8%	7%	12%	12%	10%	12%	7%	3%	19%
		a													a			c			bc
Don't know	7	3	4	4	3	-	3	4	-	3	3	2	2	1	3	1	-	-	1	1	2
	1%	1%	2%	1%	1%	-	1%	1%	-	1%	1%	1%	2%	1%	1%	1%	-	-	1%	1%	3%
																					a

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q7_2. Which of the following has a positive, negative or no impact on the compliance/ procurement process in your organisation?

Winning new business

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Positive impact	387	278	109	176	211	43	183	161	19	155	205	254	58	64	121	43	76	121	94	41	23
	63%	67%	53%	56%	69%	64%	70%	56%	73%	70%	59%	67%	70%	72%	57%	62%	72%	73%	69%	59%	40%
		b	a	a	b	c	c	c	c	c	c	d	d	d	d	d	d	cd	d	d	d
No impact	176	105	71	106	70	19	55	102	5	46	114	103	16	19	71	21	18	30	36	25	28
	28%	25%	35%	34%	23%	28%	21%	35%	19%	21%	33%	27%	19%	21%	33%	30%	17%	18%	26%	36%	48%
		a	b	b	a	b	b	b	f	b	b	f	f	bcf	f	f	a	a	a	ab	ab
Negative impact	39	23	16	24	15	4	20	15	1	18	18	16	7	4	13	3	9	13	6	3	1
	6%	6%	8%	8%	5%	6%	8%	5%	4%	8%	5%	4%	8%	4%	6%	4%	9%	8%	4%	4%	2%
Don't know	16	8	8	6	10	1	5	10	1	4	8	6	2	2	7	2	2	1	1	1	6
	3%	2%	4%	2%	3%	1%	2%	3%	4%	2%	2%	2%	2%	2%	3%	3%	2%	1%	1%	1%	10%
																					abc

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q7_3. Which of the following has a positive, negative or no impact on the compliance/ procurement process in your organisation?

Delivering existing business

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Positive impact	412	293	119	196	216	44	183	185	17	152	232	261	55	63	132	48	79	121	109	40	23
	67%	71%	58%	63%	71%	66%	70%	64%	65%	68%	67%	69%	66%	71%	62%	70%	75%	73%	80%	57%	40%
		b	a	a	a											d		cd	cd		
No impact	167	99	68	90	77	18	67	82	8	57	92	100	25	21	62	20	25	33	24	27	30
	27%	24%	33%	29%	25%	27%	25%	28%	31%	26%	27%	26%	30%	24%	29%	29%	24%	20%	18%	39%	52%
		a	a															ab	ab		ab
Negative impact	27	14	13	20	7	3	9	15	1	10	15	13	3	5	12	1	1	9	3	1	2
	4%	3%	6%	6%	2%	4%	3%	5%	4%	4%	4%	3%	4%	6%	6%	1%	1%	5%	2%	1%	3%
		b	b	b										f							
Don't know	12	8	4	6	6	2	4	6	-	4	6	5	-	-	6	-	-	2	1	2	3
	2%	2%	2%	2%	2%	3%	2%	2%	-	2%	2%	1%	-	-	3%	-	-	1%	1%	3%	5%
																					b

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q7_4. Which of the following has a positive, negative or no impact on the compliance/ procurement process in your organisation?

Development of new products for customers

Base: All respondents

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Positive impact	405	285	120	197	208	43	190	172	17	161	219	260	45	59	125	42	77	119	102	45	27
	66%	69%	59%	63%	68%	64%	72%	60%	65%	72%	63%	69%	54%	66%	59%	61%	73%	72%	74%	64%	47%
		b				c			c			bd				bd		d	d	d	
No impact	162	100	62	84	78	18	60	84	6	52	94	95	32	25	67	23	22	33	33	22	19
	26%	24%	30%	27%	25%	27%	23%	29%	23%	23%	27%	25%	39%	28%	32%	33%	21%	20%	24%	31%	33%
												af		f							a
Negative impact	29	17	12	19	10	3	8	18	1	7	20	13	3	4	12	3	4	12	2	1	4
	5%	4%	6%	6%	3%	4%	3%	6%	4%	3%	6%	3%	4%	4%	6%	4%	4%	7%	1%	1%	7%
																		b			b
Don't know	22	12	10	12	10	3	5	14	2	3	12	11	3	1	8	1	2	1	-	2	8
	4%	3%	5%	4%	3%	4%	2%	5%	8%	1%	3%	3%	4%	1%	4%	1%	2%	1%	-	3%	14%
																				b	abc

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q7_5. Which of the following has a positive, negative or no impact on the compliance/ procurement process in your organisation?

Policies and procedures within my organisation

Base: All respondents

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Positive impact	399	287	112	217	182	45	174	180	17	147	219	263	53	61	117	37	73	124	85	41	26
	65%	69%	55%	70%	59%	67%	66%	63%	65%	66%	63%	69%	64%	69%	55%	54%	70%	75%	62%	59%	45%
		b		b								de		d		de	bcd		d		
No impact	144	89	55	62	82	13	61	70	8	48	85	81	20	22	66	24	19	28	40	21	19
	23%	21%	27%	20%	27%	19%	23%	24%	31%	22%	25%	21%	24%	25%	31%	35%	18%	17%	29%	30%	33%
		a		a										af	af				a	a	a
Negative impact	64	30	34	27	37	9	22	33	1	22	38	28	10	6	26	8	13	13	10	7	9
	10%	7%	17%	9%	12%	13%	8%	11%	4%	10%	11%	7%	12%	7%	12%	12%	12%	8%	7%	10%	16%
		a												a							
Don't know	11	8	3	6	5	-	6	5	-	6	3	7	-	-	3	-	-	-	2	1	4
	2%	2%	1%	2%	2%	-	2%	2%	-	3%	1%	2%	-	-	1%	-	-	-	1%	1%	7%
																					ab

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q7_6. Which of the following has a positive, negative or no impact on the compliance/ procurement process in your organisation?

Collaboration with other parts of my organisation

Base: All respondents

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Positive impact	428	298	130	217	211	45	177	206	16	147	248	265	47	56	127	42	89	130	95	38	38
	69%	72%	64%	70%	69%	67%	67%	72%	62%	66%	72%	70%	57%	63%	60%	61%	85%	79%	69%	54%	66%
		b										bd			abcde		cd		c		
No impact	136	85	51	64	72	14	67	55	6	57	69	88	23	22	59	20	13	20	34	28	10
	22%	21%	25%	21%	24%	21%	25%	19%	23%	26%	20%	23%	28%	25%	28%	29%	12%	12%	25%	40%	17%
		f	f	f	f	f	f	f	f	f	f	f	f	f	f	f	f	f	a	abd	
Negative impact	42	23	19	26	16	5	15	22	3	13	24	21	10	8	21	5	3	13	5	2	7
	7%	6%	9%	8%	5%	7%	6%	8%	12%	6%	7%	6%	12%	9%	10%	7%	3%	8%	4%	3%	12%
		af										af		af						bc	
Don't know	12	8	4	5	7	3	4	5	1	6	4	5	3	3	5	2	-	2	3	2	3
	2%	2%	2%	2%	2%	4%	2%	2%	4%	3%	1%	1%	4%	3%	2%	3%	-	1%	2%	3%	5%

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

**Q7b. You indicated that there is some negative impact on the compliance/ procurement process in your organisation.
As a result of this, what, if anything, would you say are the potential broader consequences for your organisation?**

Base: All who say there is a negative impact on the compliance/ procurement process

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	153 100%	81 100%	72 100%	83 100%	70 100%	18 100%	58 100%	77 100%	5 100%	50 100%	91 100%	70 100%	25 100%	19 100%	65 100%	18 100%	27 100%	38 100%	23 100%	12 100%	23 100%
Increased demands on staff time	91 59%	47 58%	44 61%	52 63%	39 56%	5 28%	32 55%	54 70%	1 20%	25 50%	59 65%	44 63%	11 44%	7 37%	33 51%	11 61%	17 63%	25 66%	8 35%	6 50%	18 78%
Reduced operational capability	58 38%	27 33%	31 43%	34 41%	24 34%	8 44%	22 38%	28 36%	- -	16 32%	39 43%	26 37%	8 32%	6 32%	25 38%	5 28%	13 48%	12 32%	7 30%	3 25%	10 43%
Poorer customer/ client experience	52 34%	24 30%	28 39%	27 33%	25 36%	4 22%	17 29%	31 40%	2 40%	13 26%	33 36%	25 36%	11 44%	8 42%	25 38%	3 17%	9 33%	14 37%	8 35%	4 33%	11 48%
Loss of competitiveness	47 31%	26 32%	21 29%	24 29%	23 33%	4 22%	21 36%	22 29%	3 60%	16 32%	26 29%	25 36%	10 40%	7 37%	20 31%	11 61%	6 22%	16 42%	5 22%	4 33%	3 13%
Lack of investment	39 25%	22 27%	17 24%	23 28%	16 23%	6 33%	13 22%	20 26%	3 60%	13 26%	22 24%	19 27%	8 32%	6 32%	17 26%	6 33%	9 33%	11 29%	5 22%	3 25%	3 13%
Slower growth	39 25%	24 30%	15 21%	21 25%	18 26%	7 39%	19 33%	13 17%	2 40%	19 38%	17 19%	19 27%	10 40%	10 53%	17 26%	5 28%	8 30%	8 21%	5 22%	5 42%	4 17%
Loss of customers	24 16%	12 15%	12 17%	15 18%	9 13%	4 22%	9 16%	11 14%	1 20%	11 22%	12 13%	8 11%	5 20%	4 21%	12 18%	4 22%	4 15%	9 24%	5 22%	3 25%	2 9%
Other	3 2%	3 4%	- -	1 1%	2 3%	1 6%	1 2%	1 1%	- -	1 2%	2 2%	2 3%	- -	- -	- -	- 4%	1 -	- -	1 4%	- -	1 4%
Don't know	1 1%	1 1%	- -	- -	1 1%	- -	1 2%	- -	- -	1 2%	- -	- -	1 4%	1 5%	1 2%	1 6%	- -	- -	1 4%	- -	- -

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q8. Has your organisation been subject to any incidents of fraud recently?

Base: All respondents (excluding don't know)

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
Significance Level: 95%		a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d
Total	589 100%	398 100%	191 100%	298 100%	291 100%	67 100%	260 100%	262 100%	25 100%	220 100%	324 100%	365 100%	83 100%	89 100%	205 100%	68 100%	100 100%	160 100%	133 100%	69 100%	51 100%
Yes, in the past 3 months	110 19%	84 21%	26 14%	57 19%	53 18%	8 12%	55 21%	47 18%	4 16%	53 24%	51 16%	66 18%	19 23%	21 24%	30 15%	6 9%	30 30%	48 30%	17 13%	13 19%	5 10%
Yes, in the past 6 months	77 13%	45 11%	32 17%	33 11%	44 15%	15 22%	38 15%	24 9%	5 20%	38 17%	34 10%	46 13%	19 23%	17 19%	34 17%	16 24%	13 13%	18 11%	24 18%	14 20%	3 6%
Yes, in the past 12 months	71 12%	44 11%	27 14%	40 13%	31 11%	4 6%	33 13%	34 13%	- -	29 13%	41 13%	51 14%	11 13%	13 15%	30 15%	14 21%	6 6%	14 9%	20 15%	10 14%	4 8%
Yes, in the past 2 years	83 14%	67 17%	16 8%	44 15%	39 13%	13 19%	36 14%	34 13%	6 24%	36 16%	37 11%	55 15%	15 18%	21 24%	30 15%	7 10%	7 7%	29 18%	15 11%	8 12%	10 20%
No	248 42%	158 40%	90 47%	124 42%	124 43%	27 40%	98 38%	123 47%	10 40%	64 29%	161 50%	147 40%	19 23%	17 19%	81 40%	25 37%	44 44%	51 32%	57 43%	24 35%	29 57%
NETS																					
Net: Yes	341 58%	240 60%	101 53%	174 58%	167 57%	40 60%	162 62%	139 53%	15 60%	156 71%	163 50%	218 60%	64 77%	72 81%	124 60%	43 63%	56 56%	109 68%	76 57%	45 65%	22 43%

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q8b. And to what extent, if at all, has this instance of fraud had an impact on your company's brand?

Base: All who have been subject to any incidents of fraud recently

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	341	240	101	174	167	40	162	139	15	156	163	218	64	72	124	43	56	109	76	45	22
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
To a great extent	166	132	34	75	91	24	83	59	14	85	67	111	39	39	48	19	31	73	25	22	6
	49%	55%	34%	43%	54%	60%	51%	42%	93%	54%	41%	51%	61%	54%	39%	44%	55%	67%	33%	49%	27%
		b		a						c		d	d	d		d	bc				
To some extent	134	85	49	71	63	13	67	54	1	59	71	83	21	24	58	16	22	25	46	18	7
	39%	35%	49%	41%	38%	33%	41%	39%	7%	38%	44%	38%	33%	33%	47%	37%	39%	23%	61%	40%	32%
		a																	ac	a	
To no extent	39	21	18	26	13	3	12	24	-	12	24	22	4	9	18	8	3	10	5	5	9
	11%	9%	18%	15%	8%	8%	7%	17%	-	8%	15%	10%	6%	13%	15%	19%	5%	9%	7%	11%	41%
		a		b		b				b					bf						
Don't know	2	2	-	2	-	-	-	2	-	-	1	2	-	-	-	-	-	1	-	-	-
	1%	1%	-	1%	-	-	-	1%	-	-	1%	1%	-	-	-	-	-	1%	-	-	-

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q8b. And to what extent, if at all, has this instance of fraud had an impact on your company's brand?

Base: All who have been subject to any incidents of fraud recently (excluding don't know)

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Significance Level: 95%																					
Total	339	238	101	172	167	40	162	137	15	156	162	216	64	72	124	43	56	108	76	45	22
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
To a great extent	166	132	34	75	91	24	83	59	14	85	67	111	39	39	48	19	31	73	25	22	6
	49%	55%	34%	44%	54%	60%	51%	43%	93%	54%	41%	51%	61%	54%	39%	44%	55%	68%	33%	49%	27%
		b		a					c			d	d	d		d	bc				
To some extent	134	85	49	71	63	13	67	54	1	59	71	83	21	24	58	16	22	25	46	18	7
	40%	36%	49%	41%	38%	33%	41%	39%	7%	38%	44%	38%	33%	33%	47%	37%	39%	23%	61%	40%	32%
		a																ac		a	
To no extent	39	21	18	26	13	3	12	24	-	12	24	22	4	9	18	8	3	10	5	5	9
	12%	9%	18%	15%	8%	8%	7%	18%	-	8%	15%	10%	6%	13%	15%	19%	5%	9%	7%	11%	41%
		a		b				b		b					bf						

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q9_SUM. To what extent do you feel that you have the resources that you need to comply with existing and new legislation?

SUMMARY TABLE

Base: All respondents

	Total	More than enough	About the right amount	Nowhere near enough	Don't know
New legislation	618	281	251	78	8
	100%	45%	41%	13%	1%
Existing legislation	618	222	328	63	5
	100%	36%	53%	10%	1%

Compliance and Procurement Sentiment

Q9_1. To what extent do you feel that you have the resources that you need to comply with existing and new legislation?

New legislation

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
More than enough	281	218	63	138	143	38	144	99	20	134	125	187	49	60	83	30	61	103	66	31	8
	45%	53%	31%	44%	47%	57%	55%	34%	77%	60%	36%	49%	59%	67%	39%	43%	58%	62%	48%	44%	14%
		b	a	c	c	c	c		d	c		d	d	ade		d	bcd	d	d	d	
About the right amount	251	149	102	132	119	27	103	121	4	79	158	151	31	27	100	35	26	47	60	33	30
	41%	36%	50%	42%	39%	40%	39%	42%	15%	35%	46%	40%	37%	30%	47%	51%	25%	28%	44%	47%	52%
		a	a	a	a	a	a	a	b	b		f			cf	cf		a	a	a	a
Nowhere near enough	78	41	37	40	38	2	15	61	2	10	56	34	2	2	28	3	18	15	9	6	19
	13%	10%	18%	13%	12%	3%	6%	21%	8%	4%	16%	9%	2%	2%	13%	4%	17%	9%	7%	9%	33%
		a	a	a	a	ab	ab		bc	b		bc		bce		abce					abc
Don't know	8	6	2	2	6	-	1	7	-	-	6	7	1	-	1	-	-	-	2	-	1
	1%	1%	1%	1%	2%	-	*	2%	-	-	2%	2%	1%	-	*	1%	-	-	1%	-	2%
								b		b											

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q9_2. To what extent do you feel that you have the resources that you need to comply with existing and new legislation?

Existing legislation

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
More than enough	222	172	50	110	112	25	108	89	12	99	110	138	35	39	61	23	55	77	51	23	10
	36%	42%	25%	35%	37%	37%	41%	31%	46%	44%	32%	36%	42%	44%	29%	33%	52%	47%	37%	33%	17%
		b	a			c			c			d	d	d		ade	d	d	d		
About the right amount	328	197	131	166	162	35	140	153	14	107	195	204	41	47	129	42	40	75	78	44	34
	53%	48%	64%	53%	53%	52%	53%	53%	54%	48%	57%	54%	49%	53%	61%	61%	38%	45%	57%	63%	59%
		a				b			b			f	f	f	f			a	a		
Nowhere near enough	63	42	21	34	29	7	13	43	-	17	37	33	6	3	21	4	10	13	8	3	13
	10%	10%	10%	11%	9%	10%	5%	15%	-	8%	11%	9%	7%	3%	10%	6%	10%	8%	6%	4%	22%
						b															abc
Don't know	5	3	2	2	3	-	2	3	-	-	3	4	1	-	1	-	-	-	-	-	1
	1%	1%	1%	1%	1%	-	1%	1%	-	-	1%	1%	1%	-	*	-	-	-	-	-	2%

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d

Compliance and Procurement Sentiment

Q9_SUM. To what extent do you feel that you have the resources that you need to comply with existing and new legislation?

SUMMARY TABLE

Base: All respondents (excluding don't know)

	Total	More than enough	About the right amount	Nowhere near enough
Existing legislation	613 100%	222 36%	328 54%	63 10%
New legislation	610 100%	281 46%	251 41%	78 13%

Compliance and Procurement Sentiment

Q9_1. To what extent do you feel that you have the resources that you need to comply with existing and new legislation?

New legislation

Base: All respondents (excluding don't know)

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	610	408	202	310	300	67	262	281	26	223	339	372	82	89	211	68	105	165	135	70	57
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
More than enough	281	218	63	138	143	38	144	99	20	134	125	187	49	60	83	30	61	103	66	31	8
	46%	53%	31%	45%	48%	57%	55%	35%	77%	60%	37%	50%	60%	67%	39%	44%	58%	62%	49%	44%	14%
		b	a	c	c	c	c	c	d	c	c	d	d	ade	d	d	d	bcd	d	d	d
About the right amount	251	149	102	132	119	27	103	121	4	79	158	151	31	27	100	35	26	47	60	33	30
	41%	37%	50%	43%	40%	40%	39%	43%	15%	35%	47%	41%	38%	30%	47%	51%	25%	28%	44%	47%	53%
		a	a	a	a	a	a	a	b	b	b	f			cf	cf		a	a	a	a
Nowhere near enough	78	41	37	40	38	2	15	61	2	10	56	34	2	2	28	3	18	15	9	6	19
	13%	10%	18%	13%	13%	3%	6%	22%	8%	4%	17%	9%	2%	2%	13%	4%	17%	9%	7%	9%	33%
		a	a	a	a	ab	ab	ab	b	b	b	bc			bce	abce					abc

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q9_2. To what extent do you feel that you have the resources that you need to comply with existing and new legislation?

Existing legislation

Base: All respondents (excluding don't know)

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	*a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	613	411	202	310	303	67	261	285	26	223	342	375	82	89	211	69	105	165	137	70	57
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
More than enough	222	172	50	110	112	25	108	89	12	99	110	138	35	39	61	23	55	77	51	23	10
	36%	42%	25%	35%	37%	37%	41%	31%	46%	44%	32%	37%	43%	44%	29%	33%	52%	47%	37%	33%	18%
		b	a			c			c			d	d	d		ade	d	d	d		
About the right amount	328	197	131	166	162	35	140	153	14	107	195	204	41	47	129	42	40	75	78	44	34
	54%	48%	65%	54%	53%	52%	54%	54%	54%	48%	57%	54%	50%	53%	61%	61%	38%	45%	57%	63%	60%
		a							b			f	f	f	f			a	a		
Nowhere near enough	63	42	21	34	29	7	13	43	-	17	37	33	6	3	21	4	10	13	8	3	13
	10%	10%	10%	11%	10%	10%	5%	15%	-	8%	11%	9%	7%	3%	10%	6%	10%	8%	6%	4%	23%
								b													abc

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q10. How much backing do you feel you have from internal stakeholders in your organisation to implement compliance related regulatory polices/ the best procurement practice policies derived from legislation?

Base: All respondents

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	618	414	204	312	306	67	263	288	26	223	345	379	83	89	212	69	105	165	137	70	58
	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
More than enough	219	179	40	105	114	28	108	83	17	109	92	140	41	46	56	20	53	96	45	16	8
	35%	43%	20%	34%	37%	42%	41%	29%	65%	49%	27%	37%	49%	52%	26%	29%	50%	58%	33%	23%	14%
		b		c	c					c		d	ade	ade		ade	bcd	d			
About the right amount	319	189	130	162	157	32	141	146	9	102	196	197	36	40	129	46	36	56	82	45	37
	52%	46%	64%	52%	51%	48%	54%	51%	35%	46%	57%	52%	43%	45%	61%	67%	34%	34%	60%	64%	64%
		a								b		f		abcf	abcf			a	a		a
Nowhere near enough	73	42	31	43	30	7	10	56	-	10	54	37	5	3	25	3	15	11	9	8	11
	12%	10%	15%	14%	10%	10%	4%	19%	-	4%	16%	10%	6%	3%	12%	4%	14%	7%	7%	11%	19%
				b	b			b		b					c		ce				ab
Prefer not to say	7	4	3	2	5	-	4	3	-	2	3	5	1	-	2	-	1	2	1	1	2
	1%	1%	1%	1%	2%	-	2%	1%	-	1%	1%	1%	1%	-	1%	-	1%	1%	1%	1%	3%

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q10. How much backing do you feel you have from internal stakeholders in your organisation to implement compliance related regulatory polices/ the best procurement practice policies derived from legislation?

Base: All respondents (excluding don't know)

Significance Level: 95%

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
	a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d	
Total	611 100%	410 100%	201 100%	310 100%	301 100%	67 100%	259 100%	285 100%	26 100%	221 100%	342 100%	374 100%	82 100%	89 100%	210 100%	69 100%	104 100%	163 100%	136 100%	69 100%	56 100%
More than enough	219 36%	179 44%	40 20%	105 34%	114 38%	28 42%	108 42%	83 29%	17 65%	109 49%	92 27%	140 37%	41 50%	46 52%	56 27%	20 29%	53 51%	96 59%	45 33%	16 23%	8 14%
About the right amount	319 52%	189 46%	130 65%	162 52%	157 52%	32 48%	141 54%	146 51%	9 35%	102 46%	196 57%	197 53%	36 44%	40 45%	129 61%	46 67%	36 35%	56 34%	82 60%	45 65%	37 66%
Nowhere near enough	73 12%	42 10%	31 15%	43 14%	30 10%	7 10%	10 4%	56 20%	- -	10 5%	54 16%	37 10%	5 6%	3 3%	25 12%	3 4%	15 14%	11 7%	9 7%	8 12%	11 20%

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d

Compliance and Procurement Sentiment

Q11. To what extent are you familiar, or unfamiliar, with artificial intelligence technology (AI tech) in compliance/ procurement?

Base: All respondents

	LOCATION			FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR			
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
Significance Level: 95%		a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%
Very familiar (4.0)	269 44%	216 52% b	53 26%	136 44%	133 43%	36 54% c	137 52% c	96 33%	17 65%	131 59% c	120 35%	181 48% d	46 55% d	56 63% ade	73 34%	32 46%	62 59% ad	110 67% bcd	57 42% d	29 41% d	10 17%
Fairly familiar (3.0)	211 34%	126 30%	85 42% a	110 35%	101 33%	26 39%	91 35%	94 33%	7 27%	69 31%	131 38%	133 35% f	33 40% f	28 31%	92 43% af	31 45% f	23 22%	34 21%	58 42% a	31 44% a	16 28%
Not very familiar (2.0)	107 17%	53 13%	54 26% a	52 17%	55 18%	4 6%	30 11%	73 25% ab	1 4%	19 9%	74 21% b	48 13% bc	4 5%	4 4%	42 20% abce	6 9%	16 15% bc	19 12%	20 15%	9 13%	23 40% abc
Not at all familiar (1.0)	31 5%	19 5%	12 6%	14 4%	17 6%	1 1%	5 2%	25 9% ab	1 4%	4 2%	20 6% b	17 4% b	- -	1 1%	5 2%	- -	4 4%	2 1%	2 1%	1 1%	9 16% abc
NETS																					
Net: Familiar	480 78%	342 83% b	138 68%	246 79%	234 76%	62 93% c	228 87% c	190 66%	24 92%	200 90% c	251 73%	314 83%	79 95% adf	84 94% adf	165 78%	63 91% d	85 81%	144 87% d	115 84% d	60 86% d	26 45%
Net: Unfamiliar	138 22%	72 17%	66 32% a	66 21%	72 24%	5 7%	35 13%	98 34% ab	2 8%	23 10%	94 27% b	65 17% bc	4 5%	5 6%	47 22% bce	6 9%	20 19% bc	21 13%	22 16%	10 14%	32 55% abc
Mean score	3.16	3.30 b	2.88	3.18	3.14	3.45 c	3.37 c	2.91	3.54	3.47 c	3.02	3.26 d	3.51 ad	3.56 ad	3.10	3.38 d	3.36 d	3.53 bcd	3.24 d	3.26 d	2.47
Standard deviation	.89	.86	.87	.87	.90	.68	.76	.96	.76	.73	.89	.85	.59	.64	.79	.64	.88	.75	.75	.74	.96
Standard error	.04	.04	.06	.05	.05	.08	.05	.06	.15	.05	.05	.04	.06	.07	.05	.08	.09	.06	.06	.09	.13

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d



Compliance and Procurement Sentiment

Q11b. Do you currently have, or are you planning to introduce in the future, an automated or artificial Intelligence (AI) function in your compliance/ procurement process?

Base: All respondents

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
Significance Level: 95%		a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d
Total	618 100%	414 100%	204 100%	312 100%	306 100%	67 100%	263 100%	288 100%	26 100%	223 100%	345 100%	379 100%	83 100%	89 100%	212 100%	69 100%	105 100%	165 100%	137 100%	70 100%	58 100%
Yes, we already have an automated/AI process	249 40%	198 48%	51 25%	130 42%	119 39%	30 45%	128 49%	91 32%	16 62%	122 55%	111 32%	164 43%	47 57%	52 58%	74 35%	24 35%	55 52%	106 64%	55 40%	24 34%	8 14%
Yes, we are planning to introduce an automated/AI process in the near future	149 24%	89 21%	60 29%	71 23%	78 25%	17 25%	70 27%	62 22%	6 23%	55 25%	86 25%	98 26%	21 25%	25 28%	62 29%	25 36%	19 18%	29 18%	48 35%	29 41%	8 14%
We are considering whether or not to introduce an automated/AI process at some point in the future	79 13%	43 10%	36 18%	46 15%	33 11%	14 21%	31 12%	34 12%	1 4%	30 13%	46 13%	41 11%	12 14%	7 8%	35 17%	11 16%	10 10%	12 7%	16 12%	9 13%	9 16%
No, but we need to invest more (money/resources) to prepare for this	46 7%	22 5%	24 12%	23 7%	23 8%	1 1%	13 5%	32 11%	2 8%	4 2%	37 11%	21 6%	1 1%	- -	18 8%	2 3%	7 7%	7 4%	4 3%	4 6%	11 19%
No, we are not planning to introduce an automated/AI process	61 10%	42 10%	19 9%	24 8%	37 12%	4 6%	15 6%	42 15%	1 4%	8 4%	43 12%	41 11%	2 2%	3 3%	13 6%	6 9%	6 6%	6 4%	11 8%	4 6%	13 22%
Don't know	34 6%	20 5%	14 7%	18 6%	16 5%	1 1%	6 2%	27 9%	- -	4 2%	22 6%	14 4%	- -	2 2%	10 5%	1 1%	8 8%	5 3%	3 2%	- -	9 16%
NETS																					
Net: Yes	398 64%	287 69%	111 54%	201 64%	197 64%	47 70%	198 75%	153 53%	22 85%	177 79%	197 57%	262 69%	68 82%	77 87%	136 64%	49 71%	74 70%	135 82%	103 75%	53 76%	16 28%
Net: No	107 17%	64 15%	43 21%	47 15%	60 20%	5 7%	28 11%	74 26%	3 12%	12 5%	80 23%	62 16%	3 4%	3 3%	31 15%	8 12%	13 12%	13 8%	15 11%	8 11%	24 41%

Columns Tested: a, b - a, b - a, b, c - a, b, c - a, b, c, d, e, f - a, b, c, d



Compliance and Procurement Sentiment

Q11b. Do you currently have, or are you planning to introduce in the future, an automated or artificial Intelligence (AI) function in your compliance/ procurement process?

Base: All respondents (excluding don't know)

	LOCATION		FUNCTION		BUSINESS SIZE			ANNUAL TURNOVER			LOCATIONS SUPPORTED						SECTOR				
	Total	USA	UK	Compliance	Procurement	1-250	251-1,000	More than 1,000	Under £/\$1 million	Between £/\$1 million and £/\$10 million	Above £/\$10 million	North America	Middle East & Africa	Latin America (including Mexico)	Europe (including Turkey)	Asia-Pacific (including Russia)	Global	Financial Services	Manufacturing	Retail	Government agencies
Significance Level: 95%		a	b	a	b	a	b	c	a	b	c	a	b	c	d	e	f	a	b	c	d
Total	584 100%	394 100%	190 100%	294 100%	290 100%	66 100%	257 100%	261 100%	26 100%	219 100%	323 100%	365 100%	83 100%	87 100%	202 100%	68 100%	97 100%	160 100%	134 100%	70 100%	49 100%
Yes, we already have an automated/AI process	249 43%	198 50%	51 27%	130 44%	119 41%	30 45%	128 50%	91 35%	16 62%	122 56%	111 34%	164 45%	47 57%	52 60%	74 37%	24 35%	55 57%	106 66%	55 41%	24 34%	8 16%
Yes, we are planning to introduce an automated/AI process in the near future	149 26%	89 23%	60 32%	71 24%	78 27%	17 26%	70 27%	62 24%	6 23%	55 25%	86 27%	98 27%	21 25%	25 29%	62 31%	25 37%	19 20%	29 18%	48 36%	29 41%	8 16%
We are considering whether or not to introduce an automated/AI process at some point in the future	79 14%	43 11%	36 19%	46 16%	33 11%	14 21%	31 12%	34 13%	1 4%	30 14%	46 14%	41 11%	12 14%	7 8%	35 17%	11 16%	10 10%	12 8%	16 12%	9 13%	9 18%
No, but we need to invest more (money/resources) to prepare for this	46 8%	22 6%	24 13%	23 8%	23 8%	1 2%	13 5%	32 12%	2 8%	4 2%	37 11%	21 6%	1 1%	- -	18 9%	2 3%	7 7%	7 4%	4 3%	4 6%	11 22%
No, we are not planning to introduce an automated/AI process	61 10%	42 11%	19 10%	24 8%	37 13%	4 6%	15 6%	42 16%	1 4%	8 4%	43 13%	41 11%	2 2%	3 3%	13 6%	6 9%	6 6%	6 4%	11 8%	4 6%	13 27%
NETS																					
Net: Yes	398 68%	287 73%	111 58%	201 68%	197 68%	47 71%	198 77%	153 59%	22 85%	177 81%	197 61%	262 72%	68 82%	77 89%	136 67%	49 72%	74 76%	135 84%	103 77%	53 76%	16 33%
Net: No	107 18%	64 16%	43 23%	47 16%	60 21%	5 8%	28 11%	74 28%	3 12%	12 5%	80 25%	62 17%	3 4%	3 3%	31 15%	8 12%	13 13%	13 8%	15 11%	8 11%	24 49%

Columns Tested: a,b - a,b - a,b,c - a,b,c - a,b,c,d,e,f - a,b,c,d