

Rabobank Procurement & Third-party management

Different role for buyers, contract managers and supplier managers

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Rabobank at a Glance

"Growing a better world together"

1. Founded: *1895*
2. Customers: *More than 9 million*
3. Total Assets: *€630 billion* (2025)
4. Net Profit: *€4.96 billion* (2025)
5. Global Presence: Active *in 34 countries*
6. Branches: *1,000+* worldwide



Rabobank

Rabobank Procurement & Third-party management

"We orchestrate a valuable supply chain for tomorrow's bank"



The Service provider of choice for:

Sourcing strategically for the best value

Strong partnerships & efficient processes

Global procurement & enhancing sourcing

Opportunities for employee's growth & shared vision

Leveraging technology for innovation & streamlining regulatory compliance

Different roles: Contract Management, Supplier Management & Buyers

Buyers source → Contract Management governs → Supplier Management strengthens

Contract Management

Focus: The Agreement

SLAs, KPIs, compliance

Risk & performance tracking

"Are we doing what we agreed?"



Grip & clarity on the contract.

Supplier Management

Focus: The Relationship

Collaboration & improvement

Innovation potential

"How do we grow together?"



Stronger suppliers → stronger outcomes.

Buyers

Focus: The Value Journey

Sourcing strategy

Negotiation & Supplier selection

Cost, sustainability, risk



Buyers start the journey — Contract managers & supplier managers keep it alive.

Optimal State

