

Hera Group wins the EIPM – Peter Kraljic Award 2025, the international award for excellence in procurement

The multi-utility is among the six organizations worldwide selected in the 16th edition of the award established by the European Institute of Purchasing Management, recognized as a benchmark in the “Virtuous Ecosystem Leader” category.

Last night in Geneva, the Hera Group was awarded the **EIPM–Peter Kraljic Award 2025** in the “Virtuous Ecosystem Leader” category, as part of the 16th edition of the international recognition dedicated to excellence in procurement. Hera is the only Italian company and one of six organizations worldwide to be honoured this year.

The award was accepted by Marco Del Giaccio, Hera Group’s Director of Procurement and Contracts, during the gala dinner of the **EIPM Conference** (European Institute of Purchasing Management), a global centre of excellence and reference point for applied research, education, coaching and certification in Procurement and Supply Chain Management.

The **EIPM–Peter Kraljic Awards**, named after Peter Kraljic—one of the founders of modern procurement management and creator of the well-known purchasing portfolio model—were established in 2010 to recognize procurement organizations that represent an international benchmark in terms of efficiency, creativity, innovation and attention to environmental and social impacts. Among Italian companies, prior to Hera Group, only Enel had received this award, in 2019.

Five award categories were presented this year—Circular Economy Footprint, Collaborative Value Creation, Industry Shaper & AI Pioneer, Innovation and Strategic Impact, and Virtuous Ecosystem Leader. Hera Group won in the latter category, receiving recognition “for creating shared value within its industrial ecosystem, implementing a highly impactful supplier skills development programme, and promoting individual learning and development opportunities,” according to the official citation. The award acknowledges the path undertaken by Hera Group to integrate ethical and responsibility principles throughout its entire supply chain, formalised over the years through guiding documents such as the Code of Ethics, the Good Work Pact, and the Code of Conduct, which represents a true sustainability pact with suppliers.

The award selection process is particularly rigorous. It is based on the EFQM model and includes the assessment of 99 practices and metrics, followed by in-depth interviews and a full-day audit conducted by experts, involving multiple corporate functions. The final decision is made by a jury chaired by Dr. Peter Kraljic.

Commenting on the award, **Marco Del Giaccio, Director of Procurement and Contracts of the Hera Group**, said: “Receiving the EIPM–Peter Kraljic Award is a great honour and is especially rewarding as it confirms that we are moving in the right direction. In recent years, our Procurement Department has undergone a profound transformation, assuming an increasingly strategic role within the Group and developing a strong ability to respond efficiently and promptly to emergency situations that have become more frequent and intense. I am referring to the raw materials and energy cost crises of 2022, the floods of 2023 and 2024, and the current environment of significant uncertainty regarding costs and interest rates. We have succeeded in maximizing economic value creation while simultaneously investing in innovation, sustainability and a strong focus on ethical and social issues across the entire supply chain. I would like to thank all Hera Group colleagues who, with enthusiasm and professionalism, contributed to this achievement and ensured effective cross-functional collaboration throughout all stages of the selection process, from interviews to the audit. Above all, this award is a confirmation of our ability to work as a team.”