

x-bionic sphere

the universe of sports, leisure
and innovation



Indirect Procurement 4.0

Šamorín | Slovakia

11.04.2019

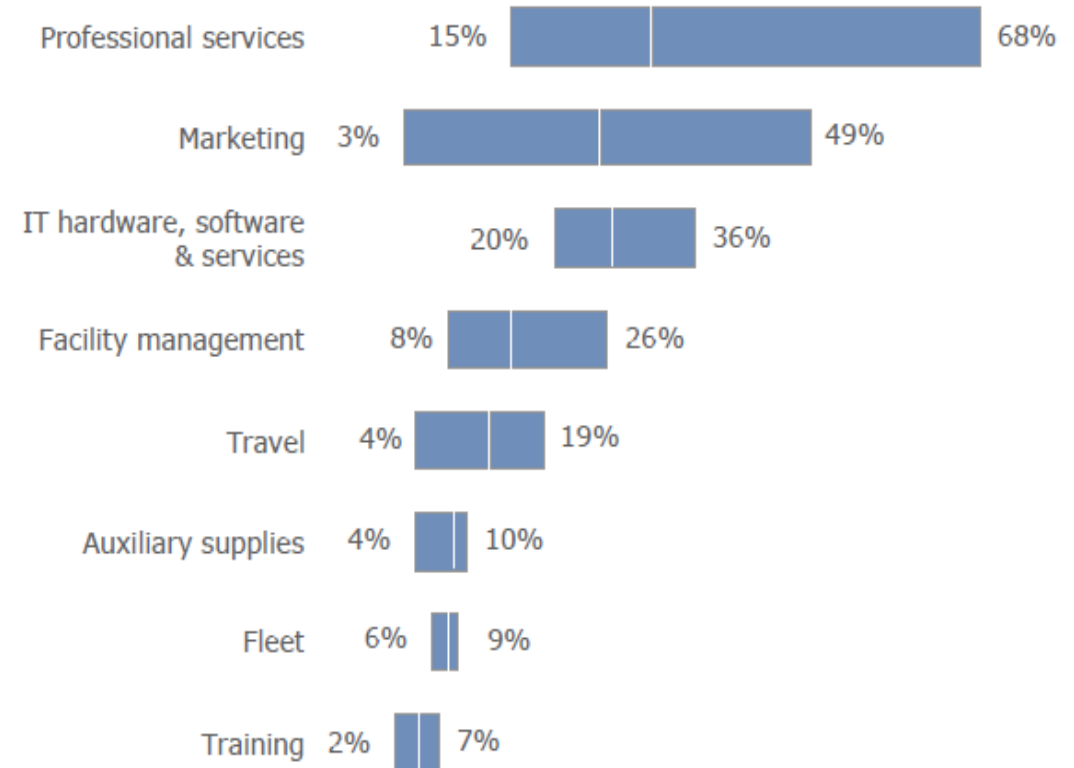


Typical Indirect Procurement Spend Areas

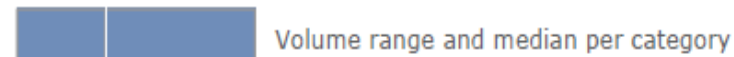


OpusCapita

Range of categories in scope [% share of indirect procurement volume]



min median max



goetzpartners

Source: goetzpartners' Indirect Procurement Benchmarking Study

Stage 1.0
Unit Cost

Stage 2.0
Operation Cost

Stage 3.0
Demand Mng.

Stage 4.0
Digitalisation

**Change nature
of demand**

**Seek joint
advantage
with supplier**

Sourcing community	Buying consortia	Cost data mining	Standardization
Procurement outsourcing	Mega supplier strategy	Master data management	Spend transparency
Compliance management	Closed loop spend management	Supplier consolidation	Bundling across generations
Demand reduction	Contract management	Bundling across product lines	Bundling across sites

**Leverage
competition
among
suppliers**





Source to contract becomes *Predictive*

Imagine...

- Managing spend in real time
- Predicting demand with artificial intelligence
- Knowing total cost for commodities
- Predicting sources of future supply



Purchase to pay becomes *Automated*

Imagine...

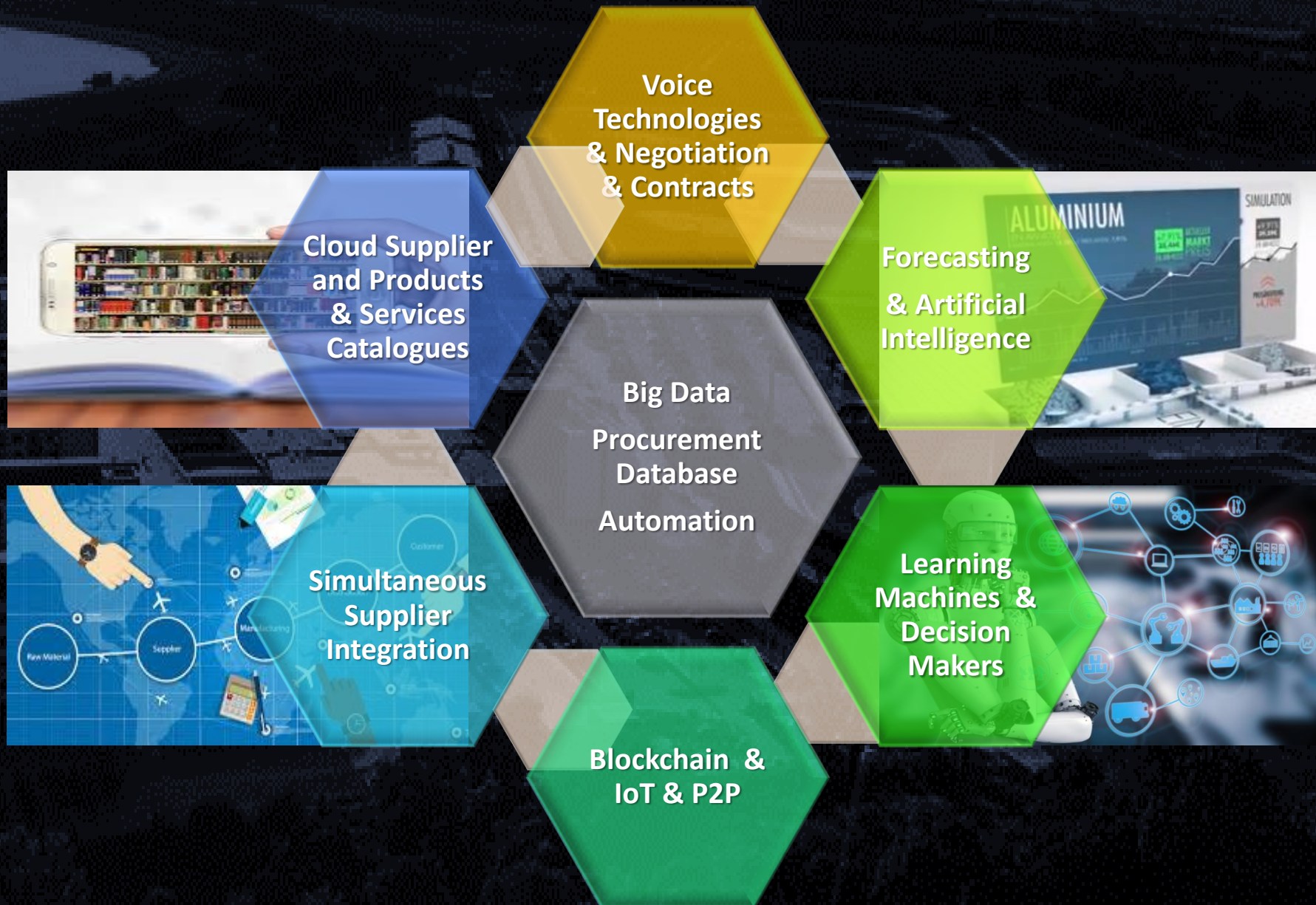
- Automatically sensing material demand and requisitioning delivery
- Eliminating repetitive processing
- Triggering payments in real time
- Exchanging goods through decentralised ledgers



Supplier management becomes *Proactive*

Imagine...

- Monitoring risk in real time
- Conducting supplier visits utilising augmented reality
- Performing supplier audits through crowd sourcing
- Monitoring sustainability using automated reporting/visualisation



CLOUD | BENEFITS OF CLOUD SPEND MANAGEMENT SOLUTIONS

1 Innovation:
Fast access to innovation without the need to go through long and complex upgrades



2 Scalability & modularity:
A solution that evolves in tandem with the transformation of the company



3 Cost:
Cloud solutions provide lower TCO



BIG DATA | APPLICATIONS FOR PROCUREMENT

Predict, analyse and manage supply market opportunities



2

Better spend analysis and savings opportunity identification



1

Improve Procurement team performance and agility



3

MOBILE | BENEFITS OF MOBILE TECHNOLOGIES FOR PROCUREMENT

1 Flexible work time management of Procurement team

3 Streamlined validation workflows

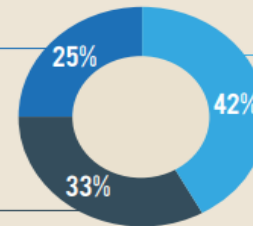
2 Faster access to information and data

4 Lower transaction costs



SOCIAL MEDIA | BENEFITS OF SOCIAL MEDIA FOR PROCUREMENT?

Higher transparency of Procurement's role, missions and objectives



Better collaboration with suppliers

Better business collaboration between Procurement and Business units



18%

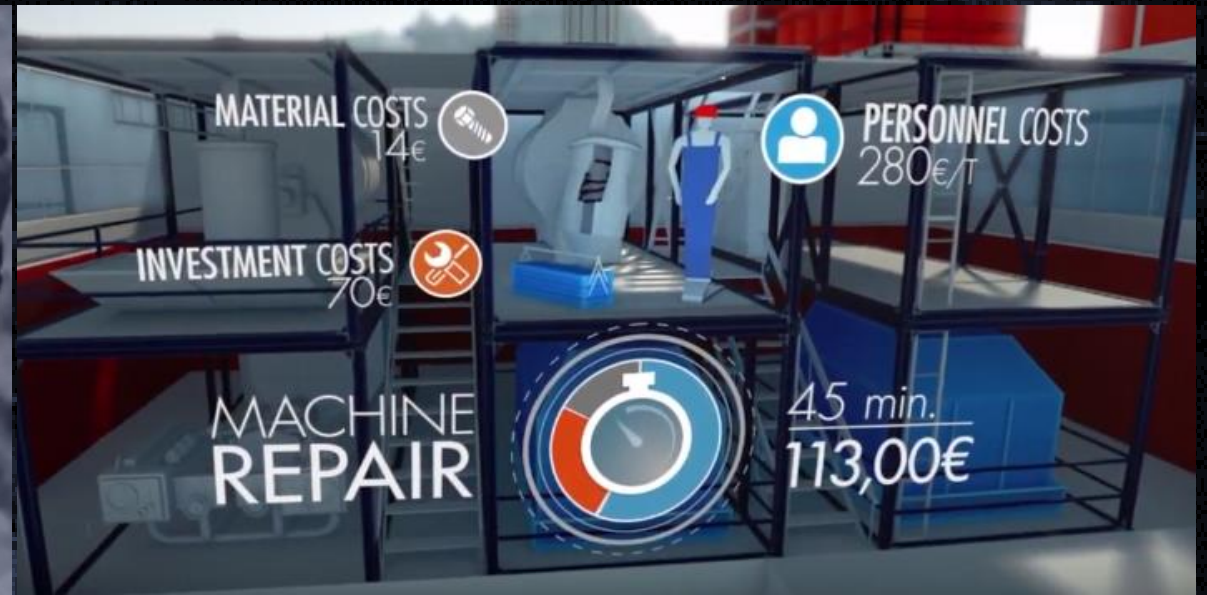


23%



50%

MOST EFFICIENT AND APPROPRIATE SOCIAL MEDIA FOR PROCUREMENT



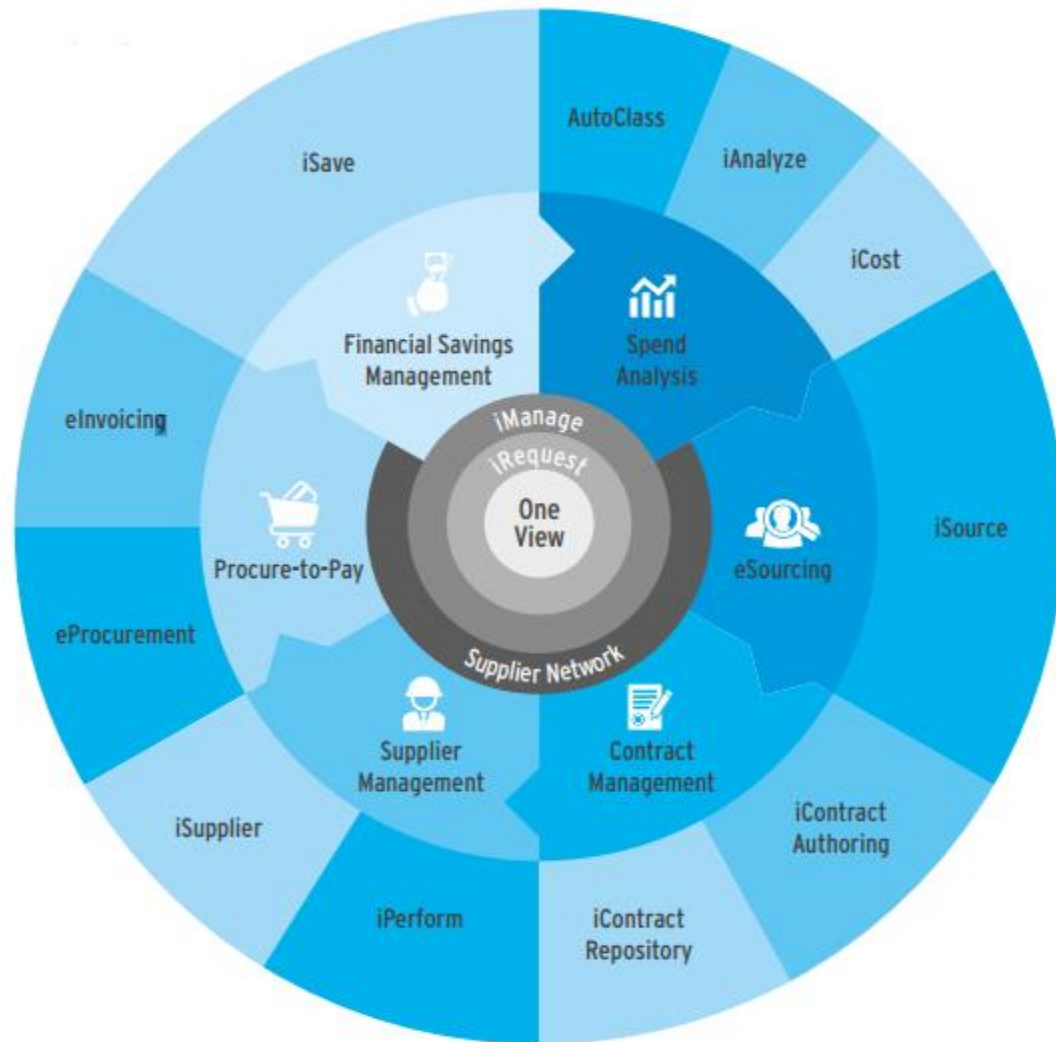


(Robots&Softwares) Cheaper

Indirect Products & Services	Professional Services	8-10%
	Professional Services	7-9%
Savings %	IT Equipment	15-20%
	Transportation	10-15%
	Travel	12-15%
	Sales & Marketing	5-7%
	Office Supplies & Paper	18-20%
	Mobile Telecom	10-15%
	Temporary Staff	13-15%



(100% Autocontrol) More Accurately



(Be First) Faster

« The Procurement Departments appear fully aware of the importance of this new issue related to the digitalisation of the company »

(Customized)

More Flexible

Purchase Requisition

PR Approval

PO Creation

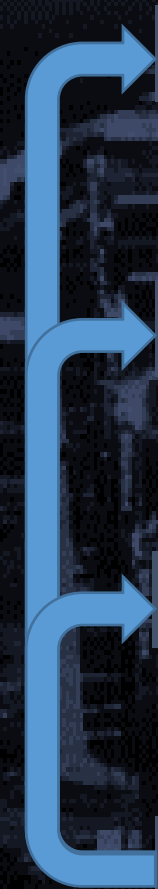
PO Approval

Goods Receipt

Invoice Receipt

Invoice Process

Payment



Routine

Contract

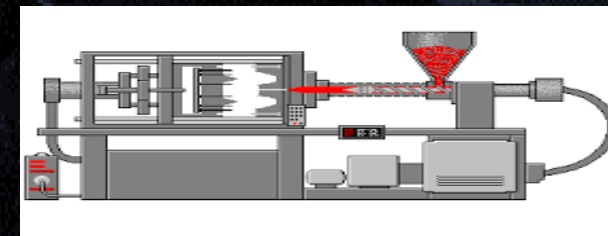
CAPEX | OPEX

Others

ORM
(White Collar)



MRO
(Blue Collar)



Digital
Tools



Demand → RFQ → Order

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