



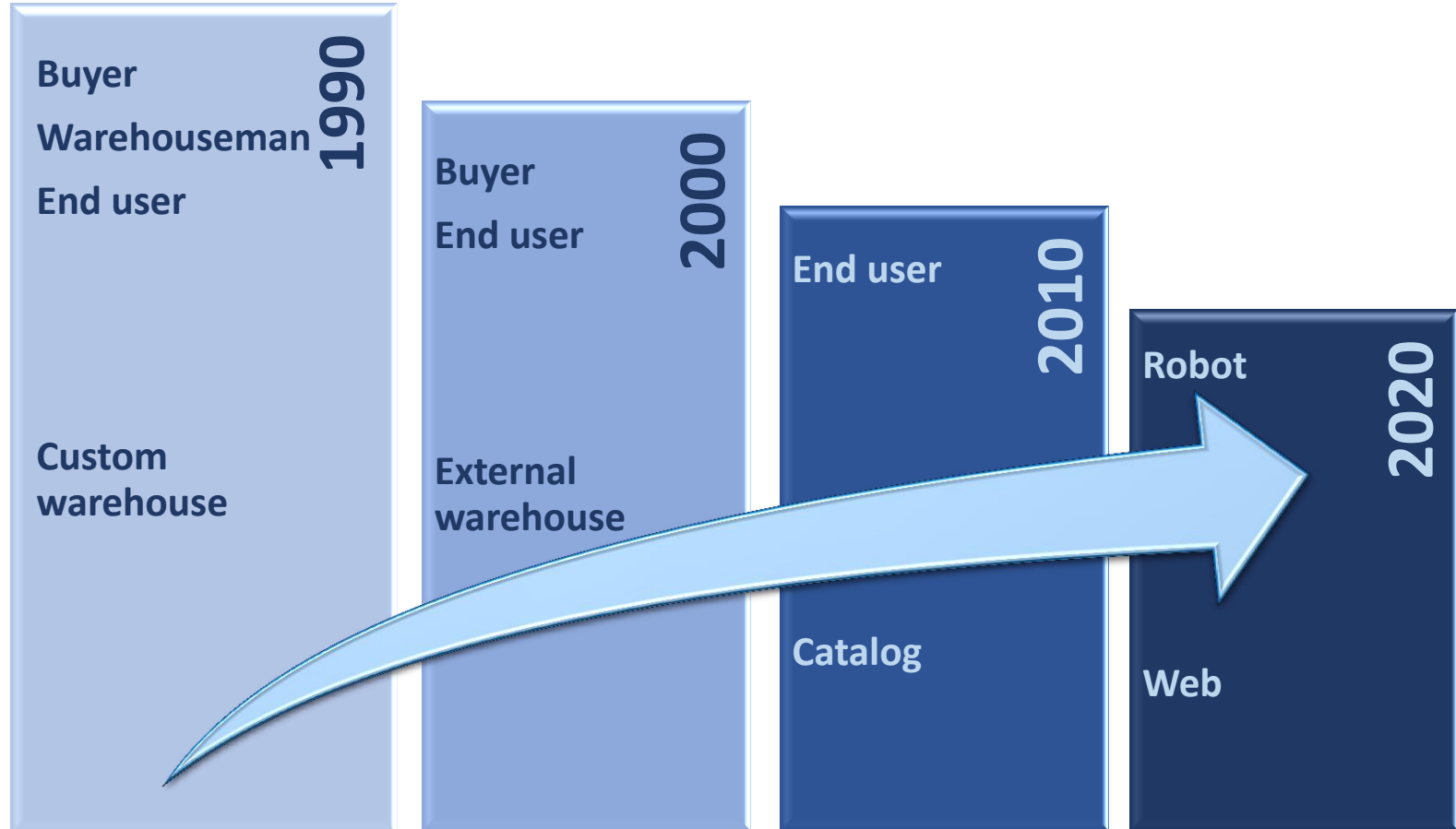
Zdeněk Pytlíček
innogy Česká republika a.s.

Martin Jonastik
Procurement in Ingka Group

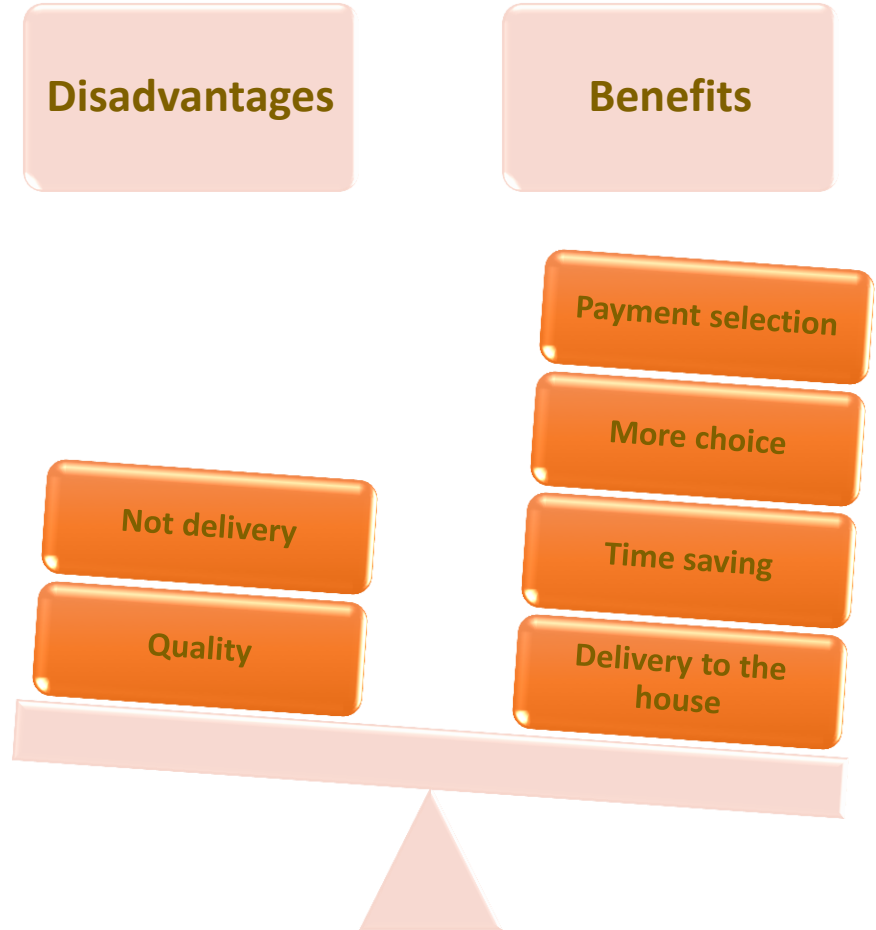
The digitalisation of indirect procurement in the praxis

CEE e-Procurement Summit 2019, Šamorín, Slovakia
11.4.2019

From supply to supermarket



How we use eProcurement at home



Benefits

**Less
maverick
buying**

**Lower
process
costs**

**Easy
purchasing**

**Savings on
purchase
prices**

**Control and
compliance**



Initial worries



Loss of control; Free text instead of KZM; I'll be replaced by a machine



I'm doing a job for a buyer; There's nothing I need; It's expensive, I buy cheaper around the corner; I don't have budget under control



Complicated implementation; Difficult maintenance

Key factors for success

1

Data

2

**Supplier
adoption**

3

**System
integration**



When to use eProcurement?

What to focus on

- Low cost
- High turn
- A large number of users
- A large number of items
- Consumer
- A large number of invoices
- Long term deliveries
- Low added value of buyers

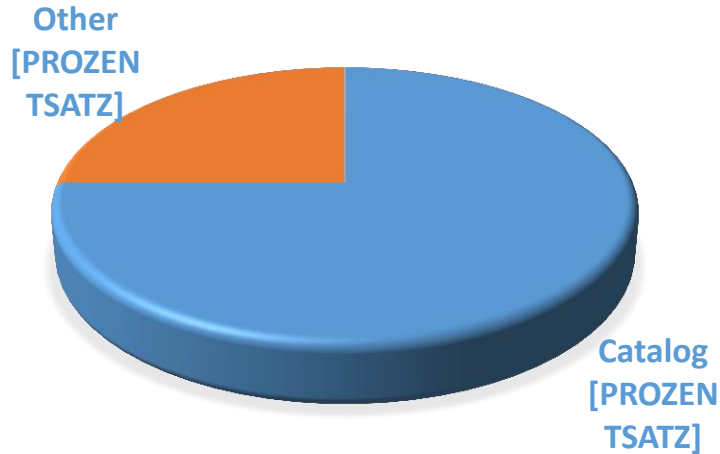
Examples

- Office supplies
- Refreshment
- Tools and instruments
- Protective equipment
- Promotional items
- Safety signs
- Wiring material
- Paints, varnishes
- Chemistry

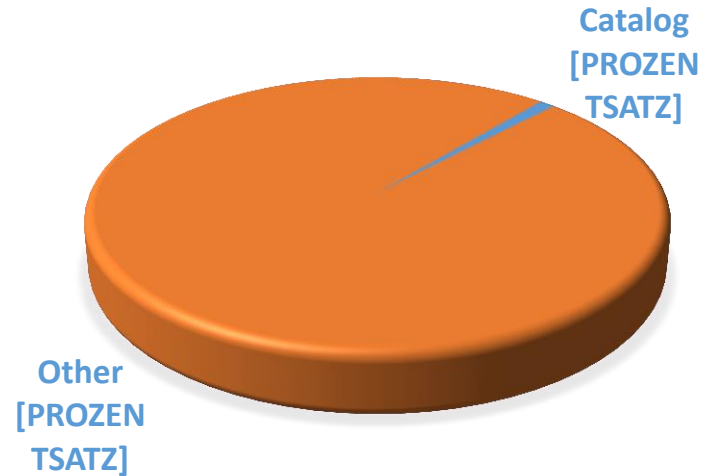
60%

eProcurement and goooaaal !!!

% PURCHASED ITEMS



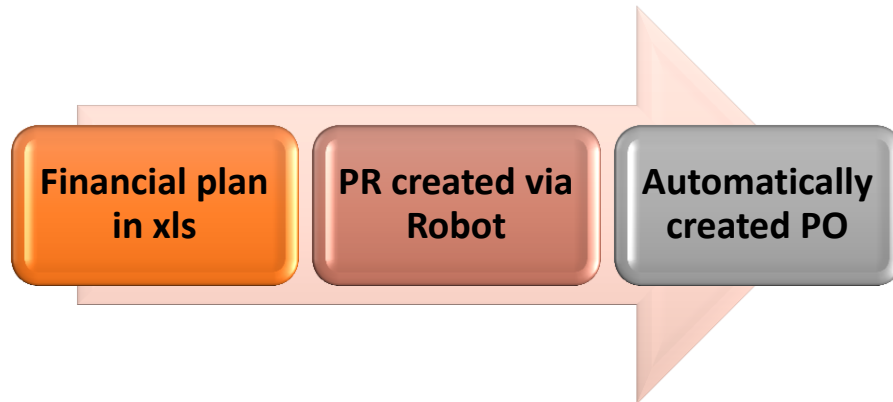
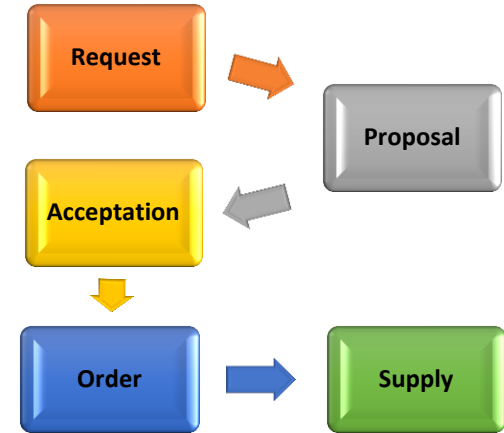
% PURCHASE BASE



Special processes for your inspiration

Easy buying – automated buying of ad-hoc materials

- ✓ **Plus** – direct communication - business with supplier, process cost saving, shortening transaction time, buying under control, high user satisfaction
- ✓ **Risks** – cannibalization of catalogues, repeated purchases

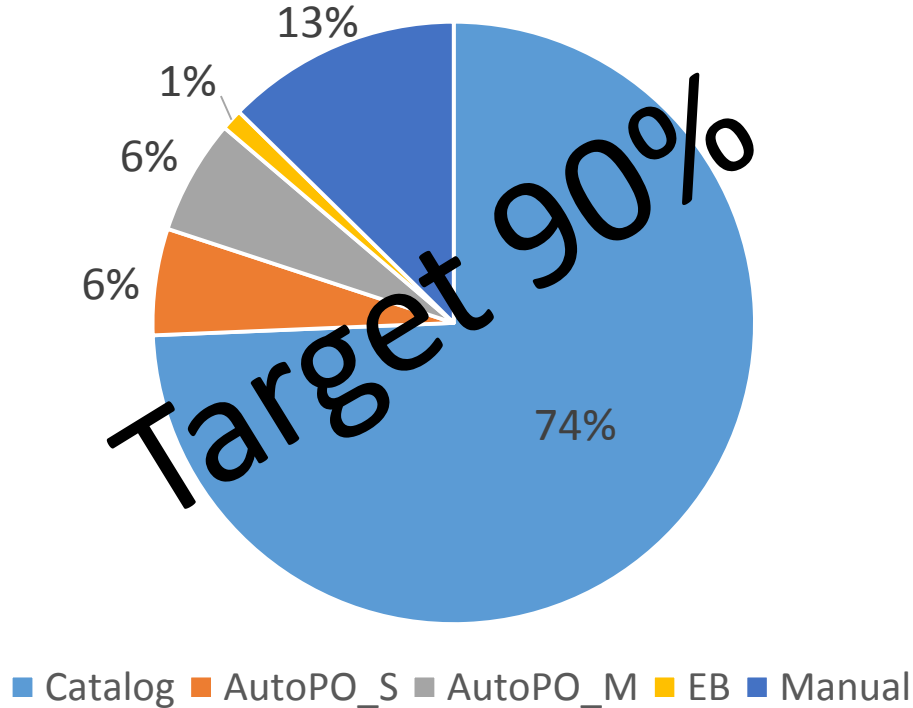


Robotization

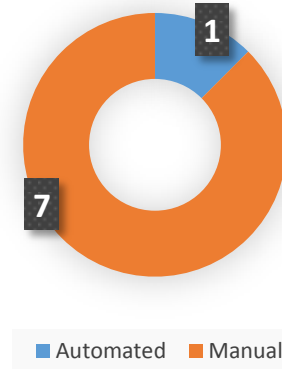
- **Prerequisites** – repeated and scheduled action => overwriting Plan Data into SAP
- **Benefits** – faultlessness, absence of user support, speed, savings

Do you like figures? :-D

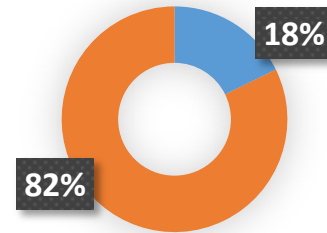
% Transactions in 2019



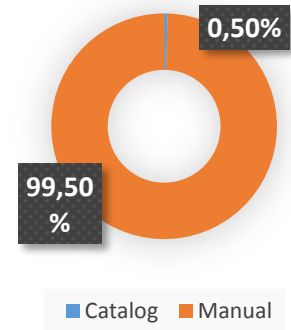
Total days



Ordered volume total



Ordered volume catalog



Hidden savings



Lower the process costs:

- Order processing
- Invoice processing
- Supplier maintenance

save up to **-30% !**

Lessons learned

- Let's leave the transactions to the machines
- eProcurement is not risky = low spend
- Save capacity of buyers for purchasing, strategy, market research, etc.
- eProcurement shortens processes
- Increase business partners satisfaction



Thank you!