Sievo

Procurement Analytics
"Build vs. Buy"

www.sievo.com

Sergey Zakrytnoy
Presales consultant

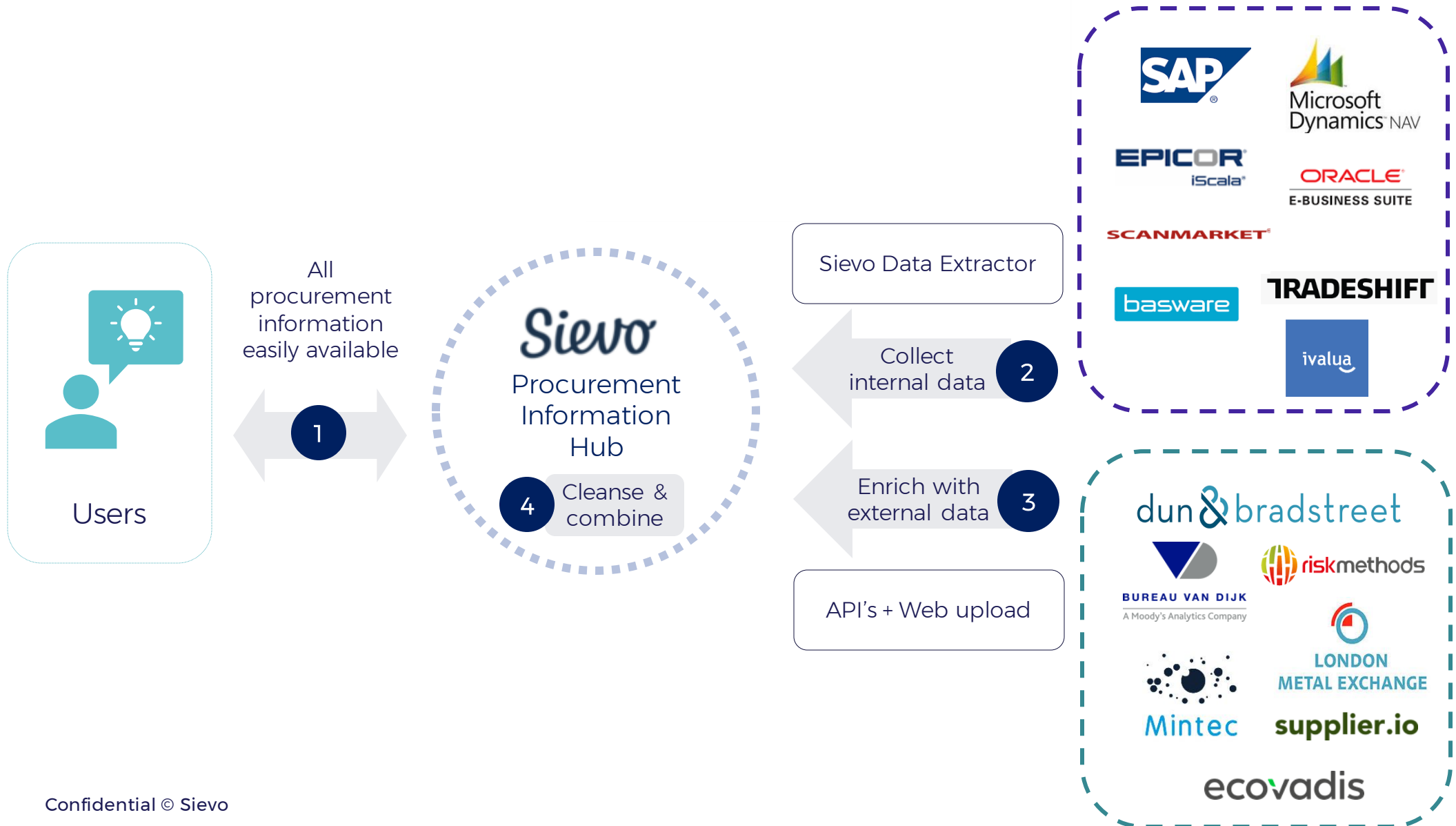**Johan-Peter Teppala**
CEO of Sievo Inc.

We help

Turn procurement data into $

by providing the

leading procurement analytics solution

combining

software, services & content

Sievo Procurement Information Hub

Combining Data for Insights

Users

All procurement information easily available

1

Sievo Procurement Information Hub

4 Cleanse & combine

Sievo Data Extractor

Collect internal data **2**

Enrich with external data **3**

API's + Web upload

SAP

Microsoft Dynamics NAV

EPICOR iScala

ORACLE E-BUSINESS SUITE

SCANMARKET

basware

TRADESHIFT

ivalua

dun & bradstreet

BUREAU VAN DIJK A Moody's Analytics Company

riskmethods

LONDON METAL EXCHANGE

Mintec

supplier.io

ecovadis

Sievo has been enjoying strong growth

Sievo Revenue (kEUR)
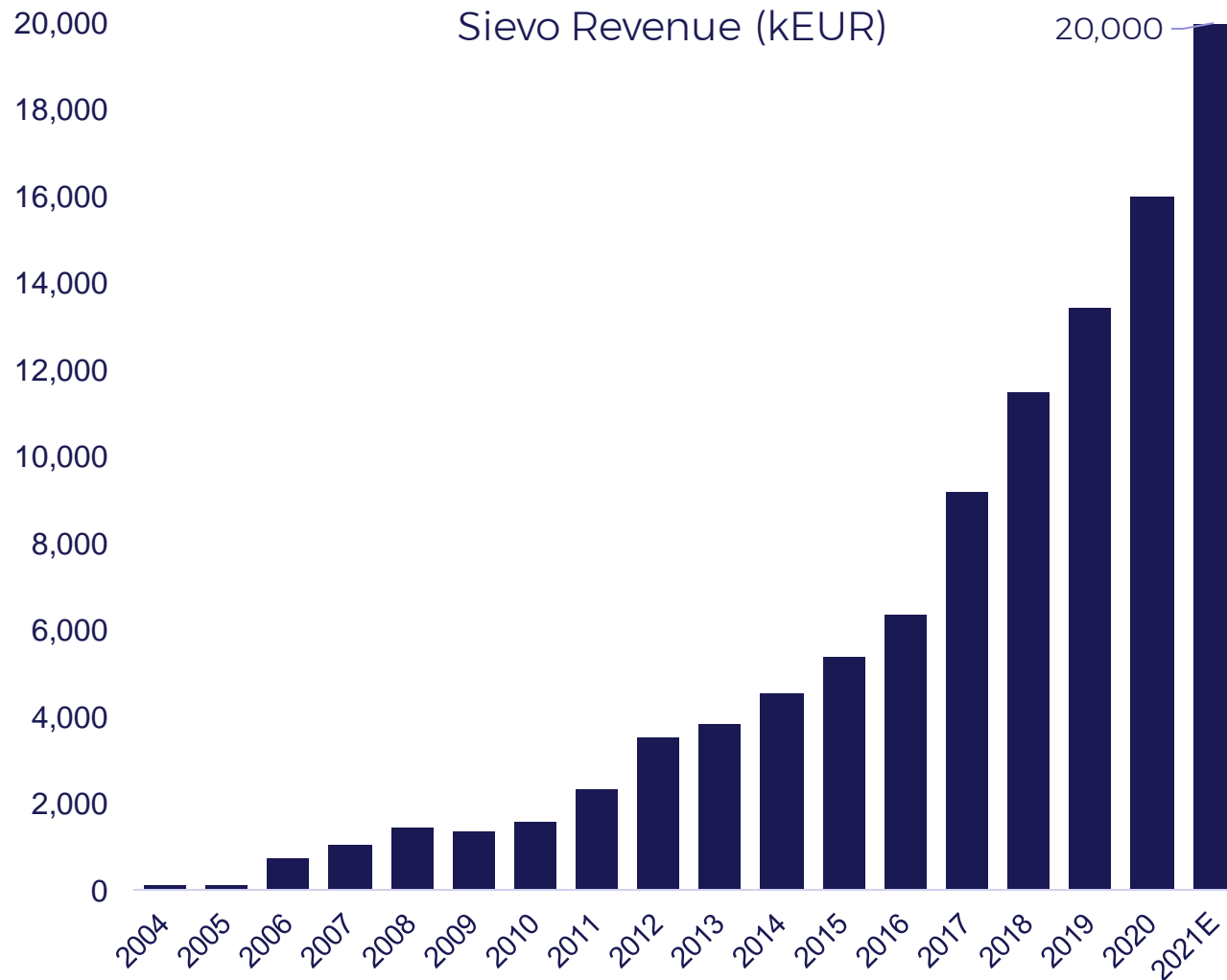
25%
Organic CAGR since 2009

Offices in
2 continents

200+
Employees

Self-Financed
Profitable

Trends in procurement analytics

Data and analytics are transforming procurement's role in the enterprise

🌐	Data is available everywhere	Access to data is no longer a challenge – now many procurement teams are drowning in the amount of data available inside and outside of their organization.
	Aligned enterprise IT architecture	Many enterprise organizations invest in business intelligence, enterprise data lakes etc. Procurement needs to live in this ecosystem of data.
	Increased need for speed	Leading organizations need to act at the speed of business. Analytics needs to be forward-looking and more agile.
	Democratizati on of data	In the past spend analysis was the realm of data scientists – now everyone has access to the same data.

But don't just listen to us! What did 400 CPOs say?…

"Analytics is quite simply the most exciting and impactful digital area happening in procurement"

Deloitte 2021 Global Chief Procurement Officer Survey

https://www2.deloitte.com/us/en/insights/topics/operations/chief-procurement-officer-cpo-survey.html

Agility is key to delivering value in the face of complexity

The survey showed that leading CPOs:

Deliver value more broadly (and deeply)

Broader understanding of value and deploy a wider, more sophisticated set of **levers to unlock value**

Build influence more effectively

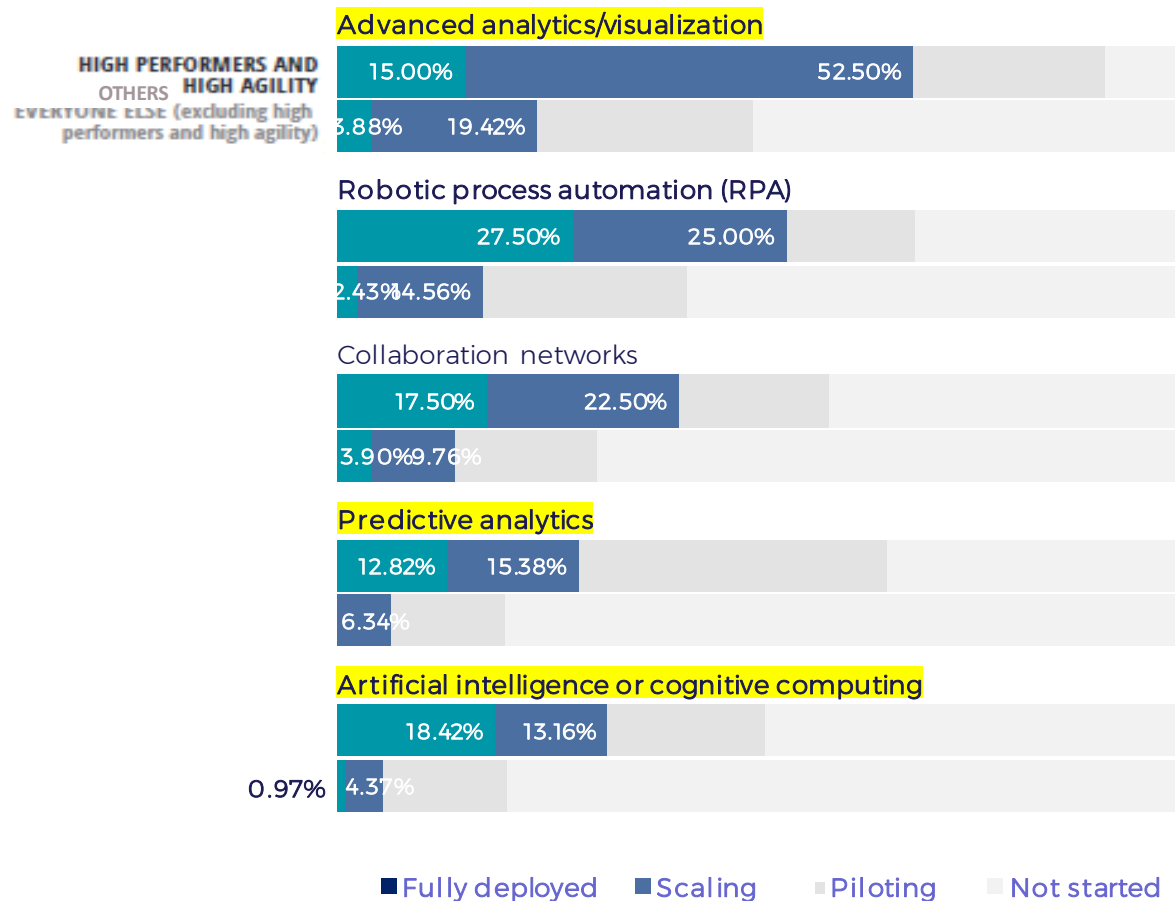Focus on **relationships and influence** across **functions and supply markets**
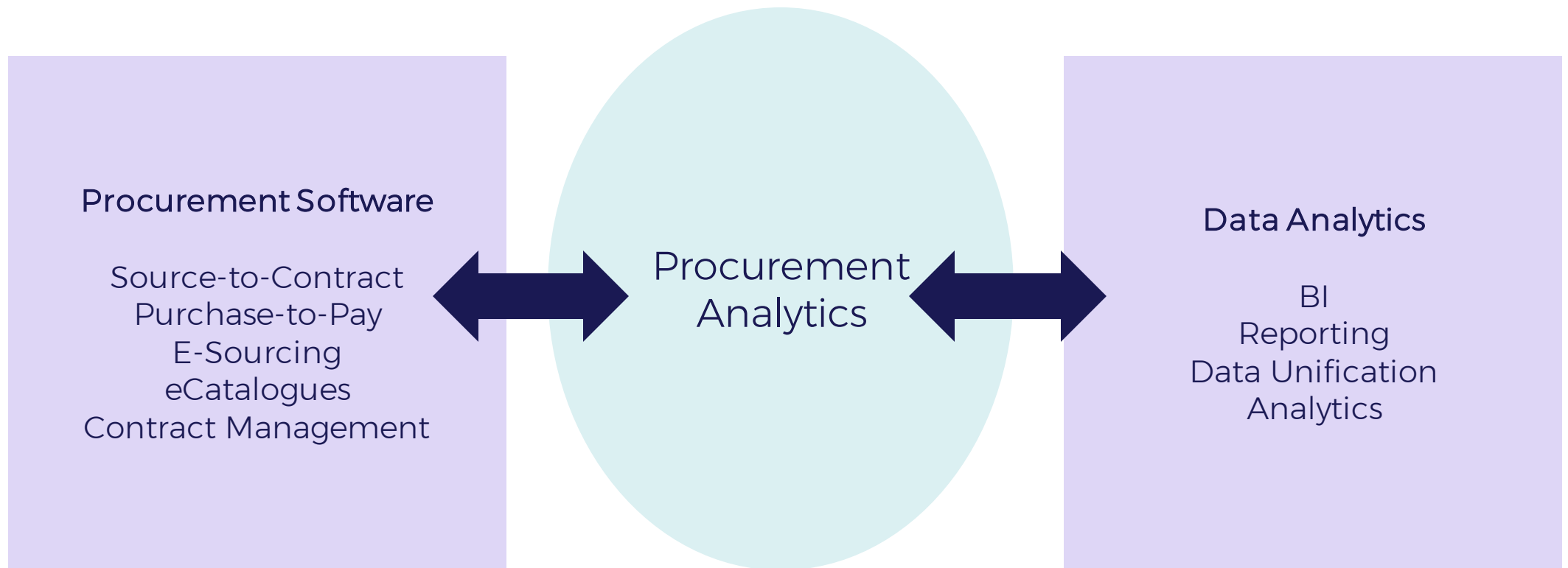
Invest in becoming more Agile

Develop **talent**, leverage on-demand **hybrid service delivery models**, utilize **end-to-end integrated solutions** and **prioritize data** for **predictive analytics**

High performers who are also "agile" aggressively deploy digital technology

Adoption of digital technology

Advanced analytics/visualization

HIGH PERFORMERS AND HIGH AGILITY

OTHERS EVERYONE ELSE (excluding high performers and high agility)

15.00%	52.50%	
8.88%	19.42%	

Robotic process automation (RPA)

27.50%	25.00%	
2.43% 14.56%		

Collaboration networks

17.50%	22.50%	
3.90% 9.76%		

Predictive analytics

12.82%	15.38%	
6.34%		

Artificial intelligence or cognitive computing

18.42%	13.16%	
0.97% 4.37%		

■ Fully deployed   ■ Scaling   Piloting   Not started

Procurement Analytics unlocks the value stored in Procurement systems using Data Analytics

Procurement Software

Source-to-Contract
Purchase-to-Pay
E-Sourcing
eCatalogues
Contract Management

Procurement
Analytics

Data Analytics

BI
Reporting
Data Unification
Analytics

Traditional view on analytics is focused on reporting based on internal data...

SUPPLIER
Supplier sales data
Certificates and other documentation
Supply chain audit trail

TRANSACTIONAL "ERPs"
Purchase Orders
Invoices
Vendor master data
Material master data
Goods receipts
....

Internal
Data
Assets

TACTICAL "Excel & Sharepoint"
Savings projects
Price forecasts
Volume forecasts
Contracts
Cost structures
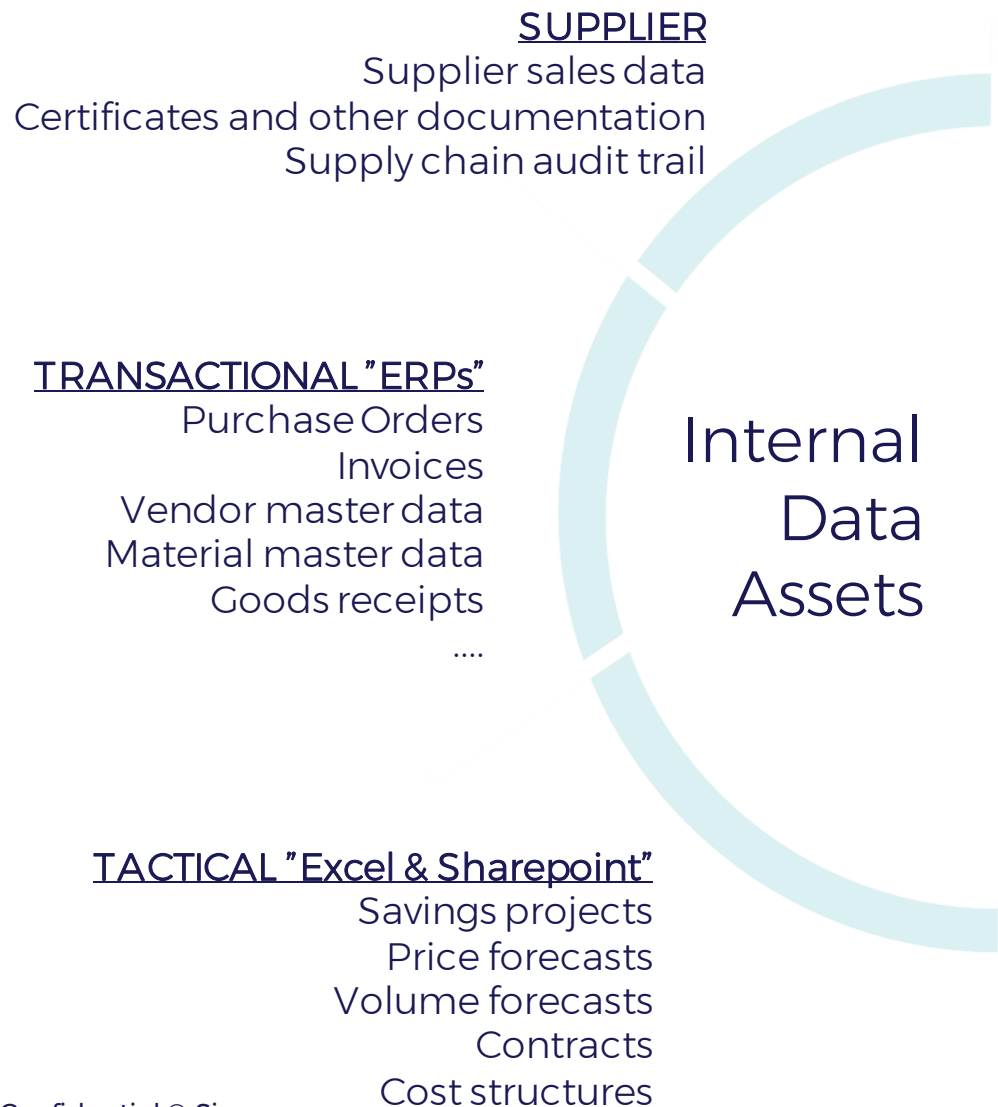
… But the new frontier of value is around leveraging external data assets

SUPPLIER
PROVIDED DATA

PUBLIC "The internet"
Supplier information
Currency rates
Publicly traded commodities

TRANSACTIONAL
"ERPs"

Internal Data Assets

External Data Assets

3rd PARTY PROPRIETORY
Credit ratings
Risk and CSR profiles
Certain indexes

TACTICAL
"Excel & Sharepoint"

SIEVO PROPRIETORY
Benchmarking
Supplier discovery
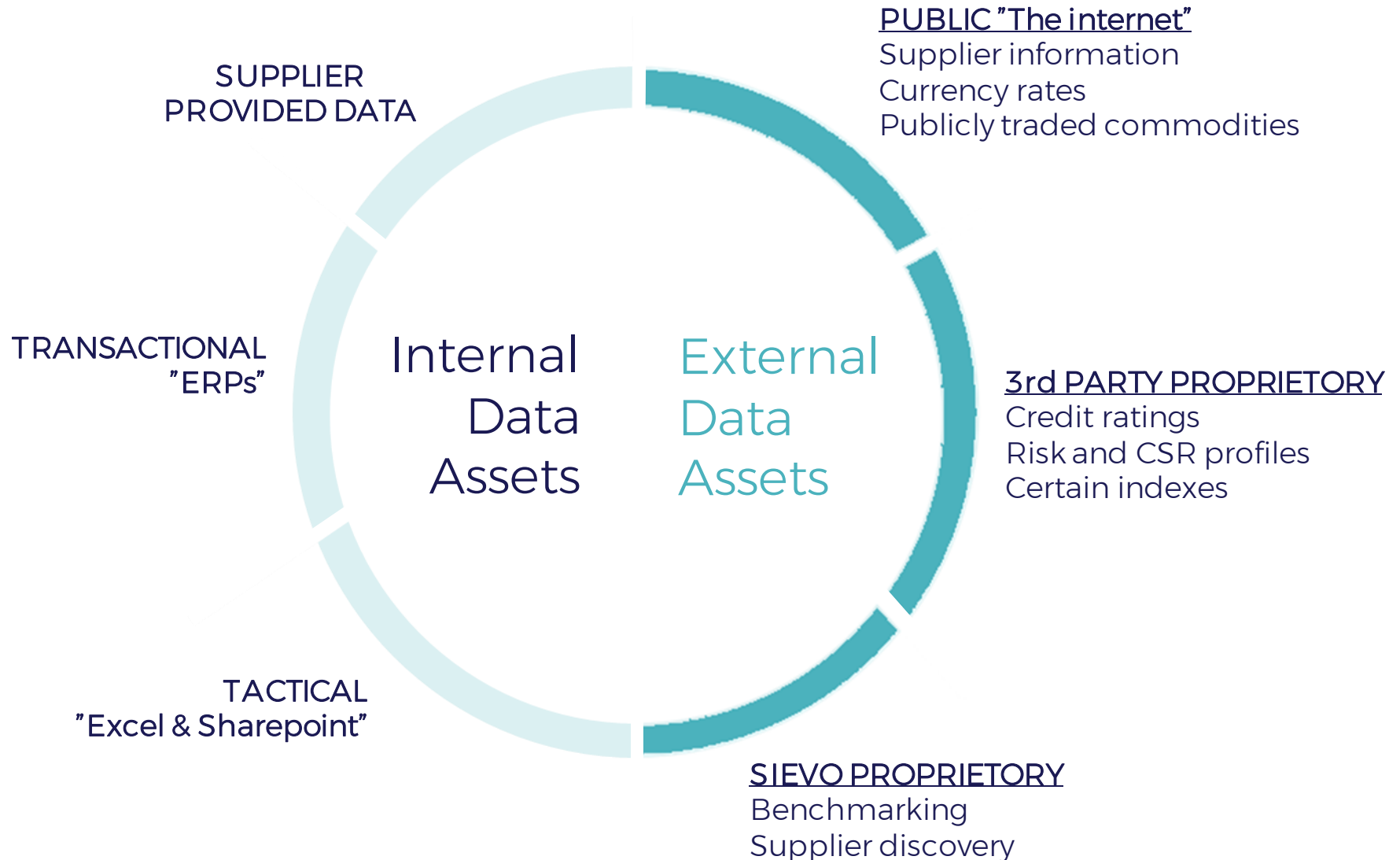
Spend analysis is more than spend reporting – 80% of the value is created underneath the surface

Customized Reports and Dashboards	Automated Opportunity Identification	Ad-Hoc Analytics

Data capture, enrichment and cleansing – *Sievo Source-to-Screen* process

Automated Extraction with **Sievo Data Extractor**	Sievo platform to manage all steps of **Data Cleansing** process
Oracle	Collaborative Classification
SAP	Supplier Normalization
Navision	Spend Exclusions
100+ pre-configured templates available	Automatic Translations & currency conversions
Extend with Supplier-provided data	

Six fallacies of perfect procurement data
Key learnings from hundreds of spend cubes across leading enterprise organizations

Some data is better than no data.

Even the dirtiest data can be mined and refined.

Your data will never be perfect.
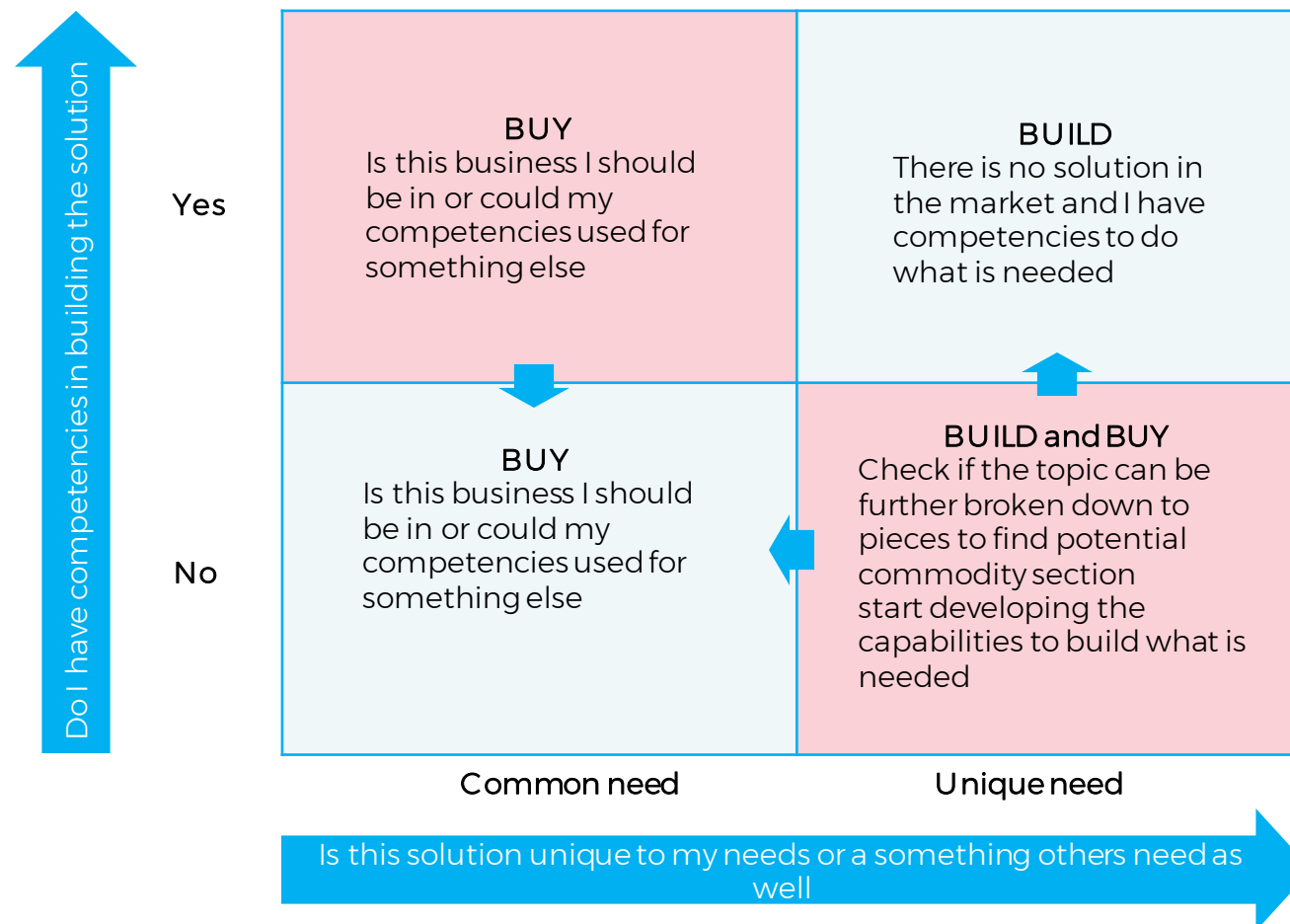
Analytics is for better, not perfect decisions

Good luck cleaning the internet.

Working with imperfect data requires trust.

Self-assessment: are you in the business of making procurement analytics software?

Most enterprise businesses have resources to invest in analytics, but it's not always the most strategic option for procurement

Do I have competencies in building the solution

Yes

BUY
Is this business I should be in or could my competencies used for something else

BUILD
There is no solution in the market and I have competencies to do what is needed

No

BUY
Is this business I should be in or could my competencies used for something else

BUILD and BUY
Check if the topic can be further broken down to pieces to find potential commodity section start developing the capabilities to build what is needed

Common need

Unique need

Is this solution unique to my needs or a something others need as well

1. About Sievo

2. What is procurement analytics

3. From data to insights

Sievo solutions

Spend Analytics

Spend Analytics

Compliant purchasing
Payment Terms
Contract Compliance
Contract Repository
PO Analytics

Responsible sourcing
Sustainability
Diversity

Resilient supply base
Supplier Risk
Delivery Performance

Competitive pricing
Market Benchmarking
Price Bridge (PPV)

Savings Lifecycle

Savings Program Management

Realized Savings Measurement

Materials Forecasting

Materials Forecasting

Demo

Thank you

Creating a transparent and data-driven world
while being awesome