



Procurement, Supply and the Digital Future

ISM TWIN CITIES

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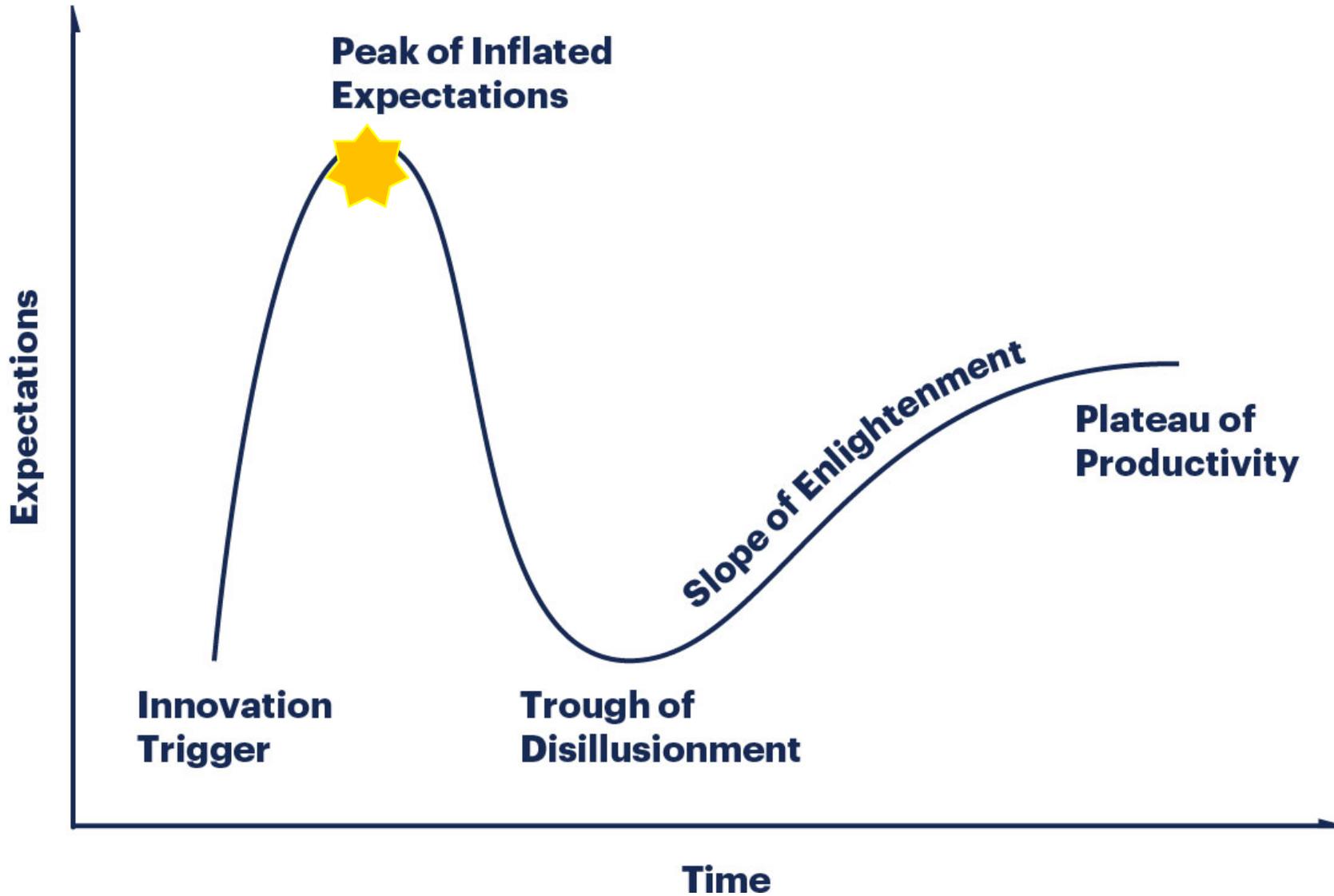
EVER GIVEN



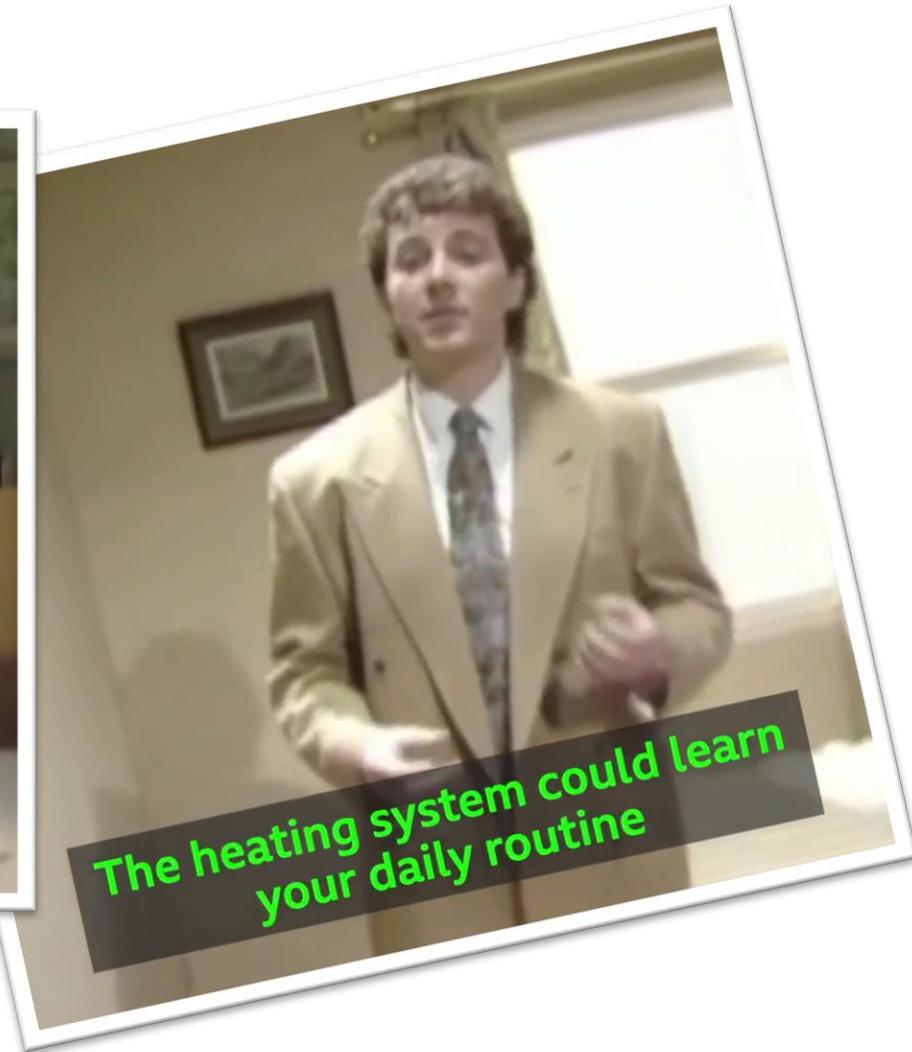
A.I. – Sixty Years and Counting



All technologies experience the hype cycle



Predicting tomorrow's world



BBC – Tomorrow's World from 1989

Innovations take time to become mainstream



The Source-to-Pay Process



Investigate spend history and activity to identify opportunities for value, savings and efficiency

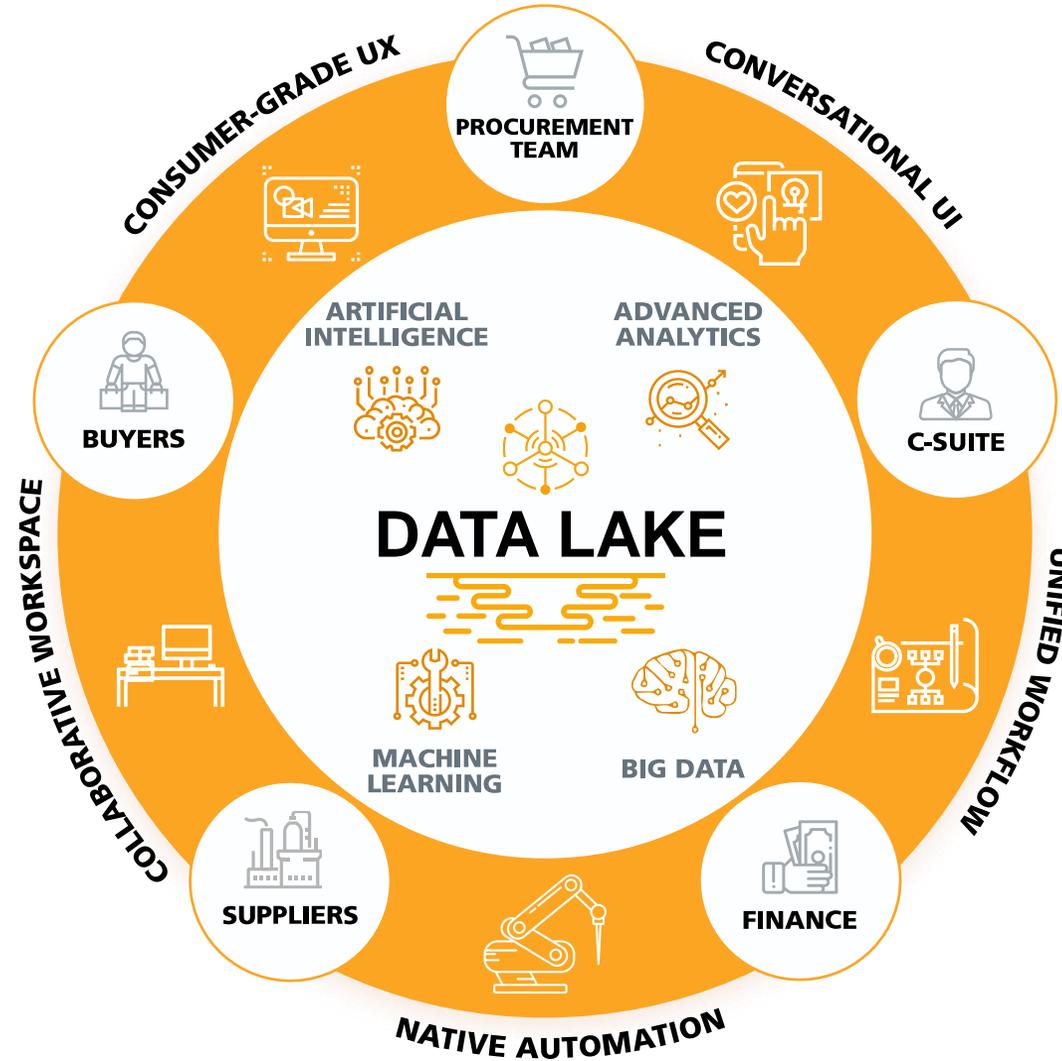
Develop plans and strategies to deliver the potential value and savings identified

Execute the plans through sourcing, negotiation and establishment of vehicles for value

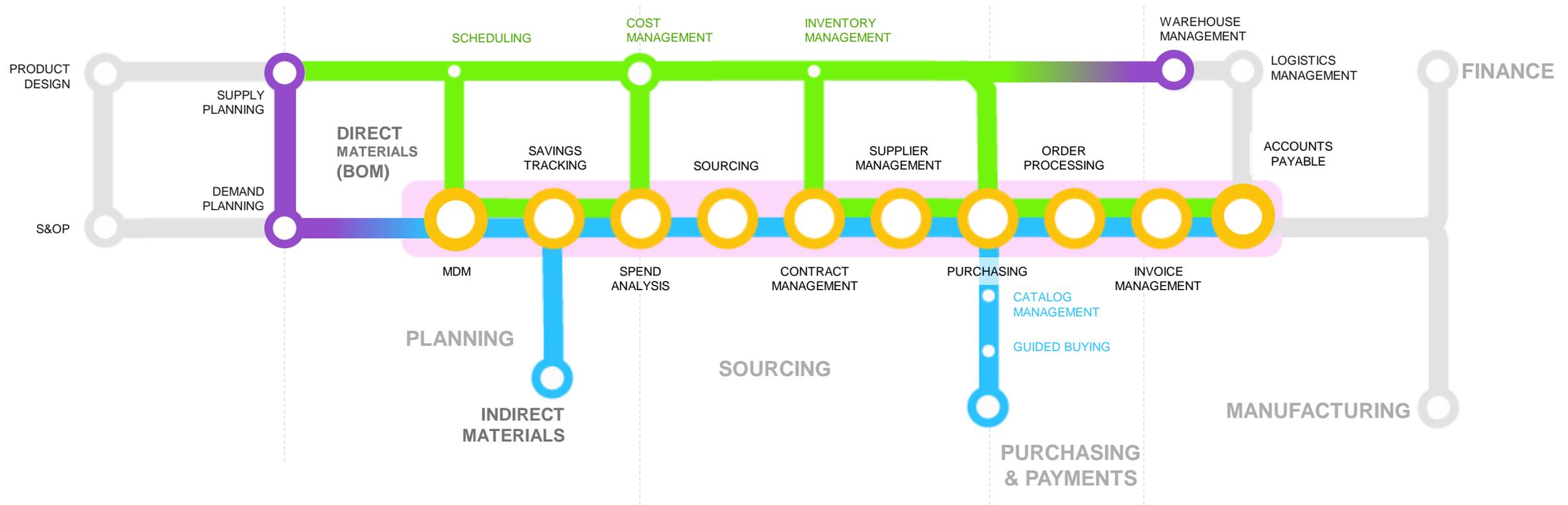
Encapsulate the agreed terms and potential for value in contracts

Manage the supplier relationships and risks to ensure contract compliance

Utilise the contracts according to the agreed terms to deliver realized value



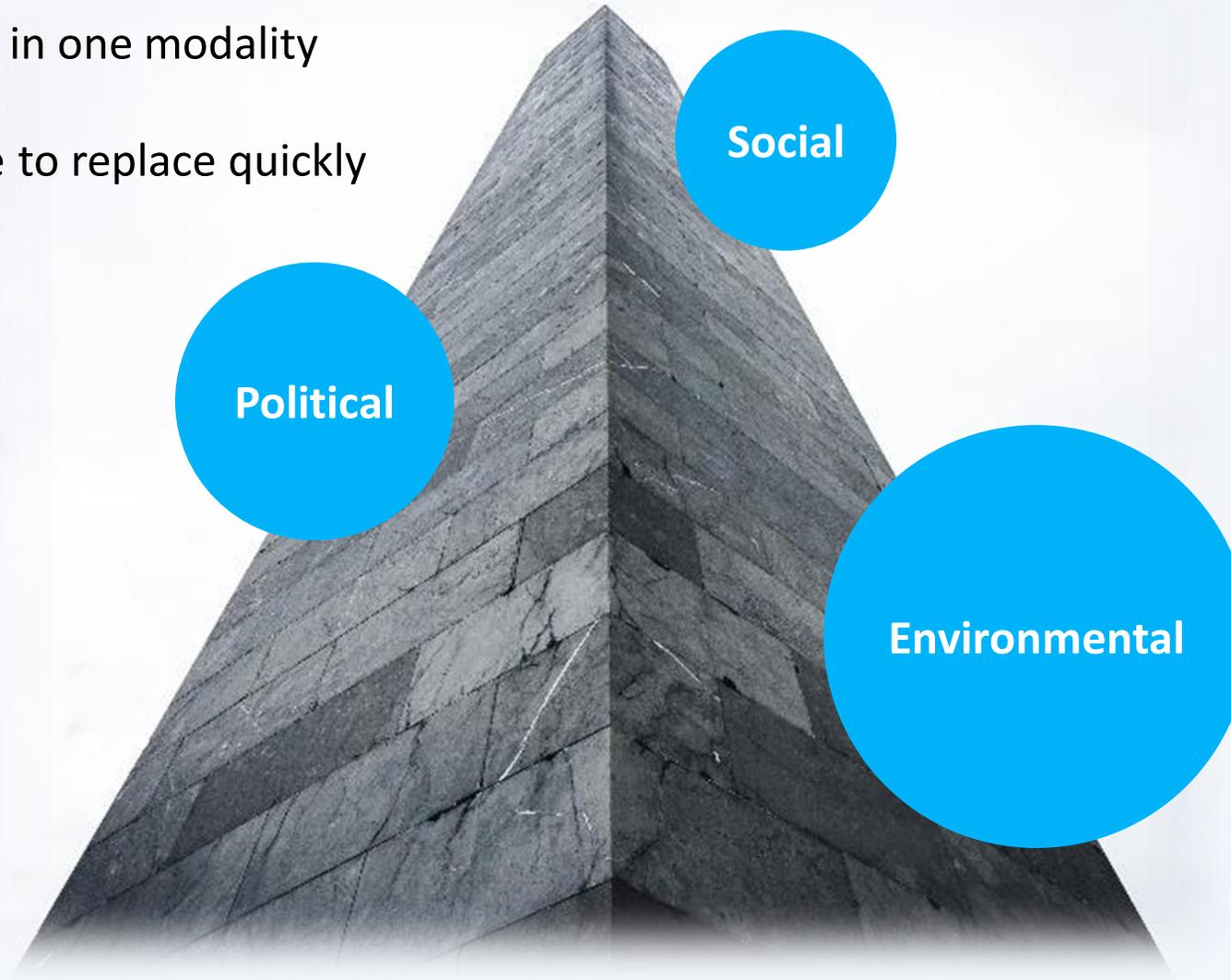
Unified Procurement And Supply Chain For Data-driven Decisions



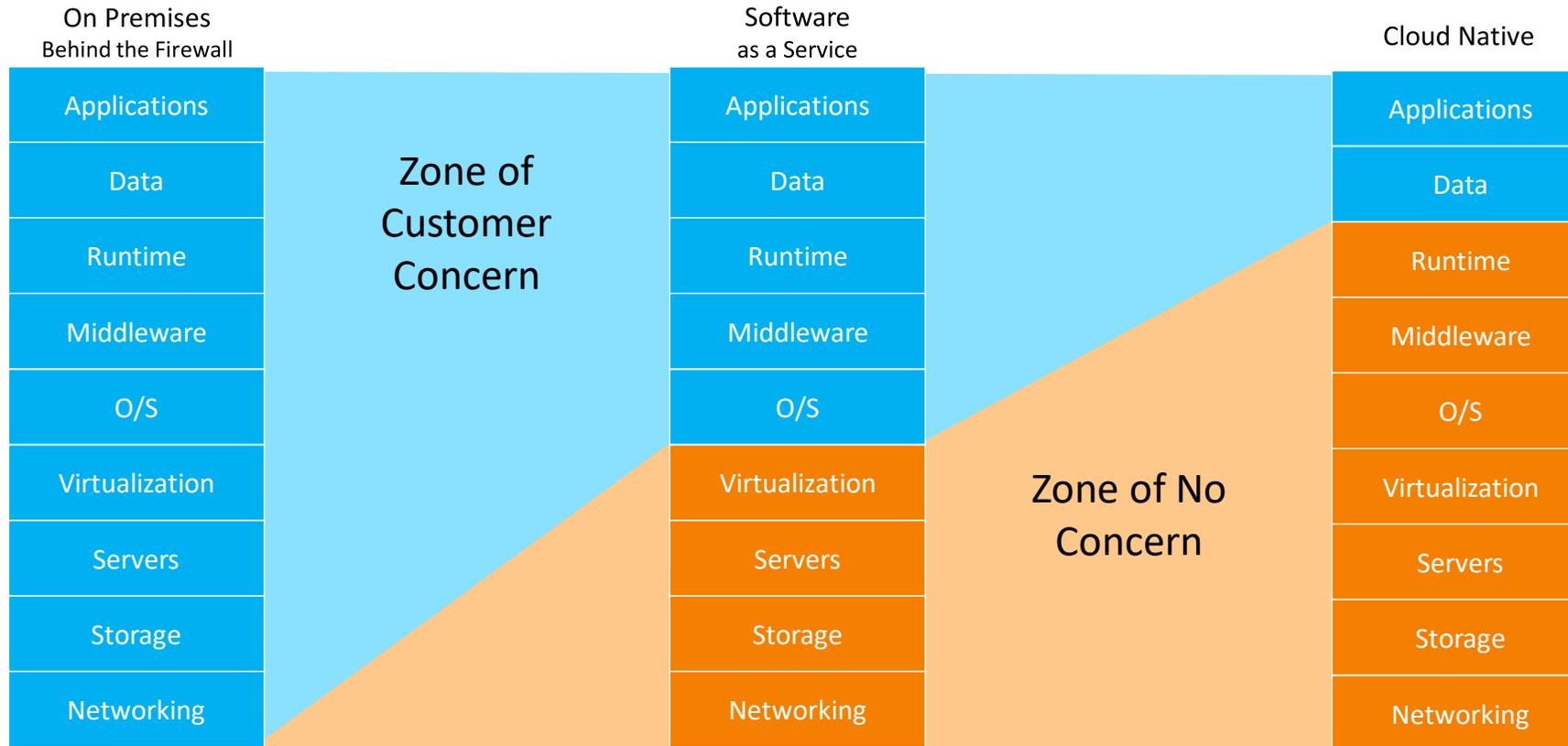
Yesterday's Architecture: Monolithic



- Vertically Integrated
- Built for long-term use in one modality
- Hard to change
- Prohibitively expensive to replace quickly



The move to cloud nativity





Procurement (source-to-pay) Functions

Supply Chain Functions



APPLICATIONS

ARTIFICIAL INTELLIGENCE

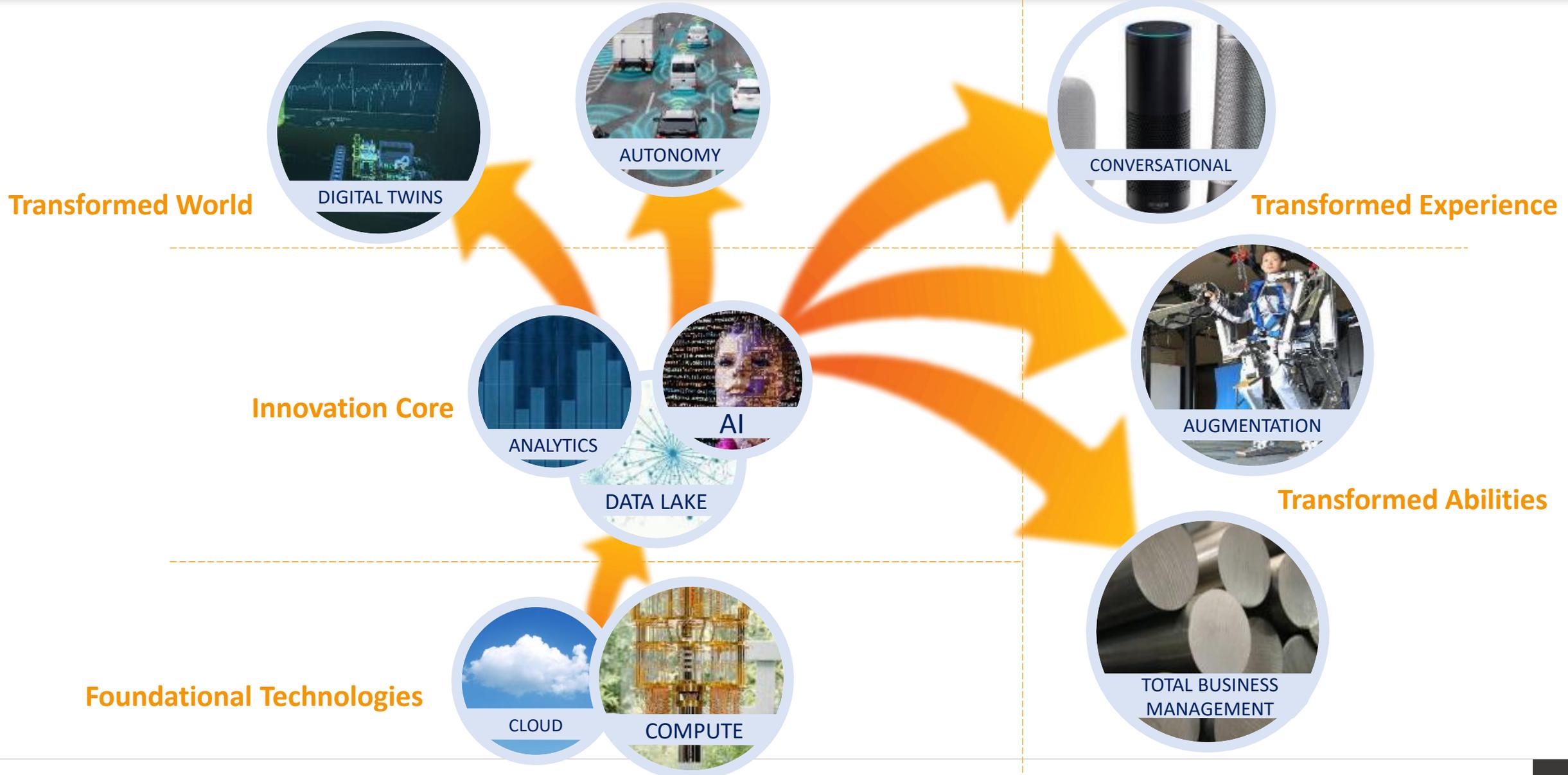
DATA

CLOUD PLATFORM

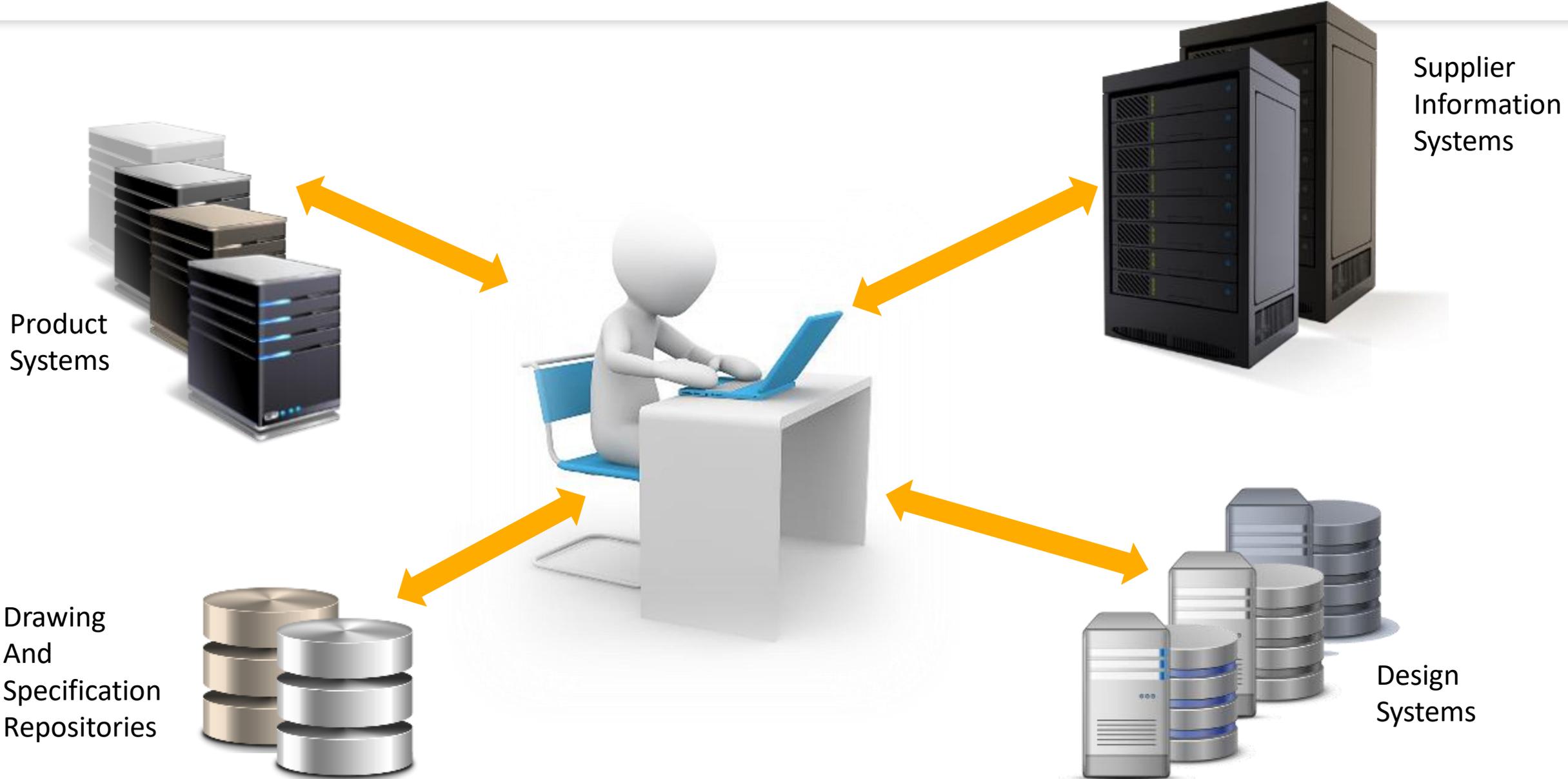
Why Work in Silos?



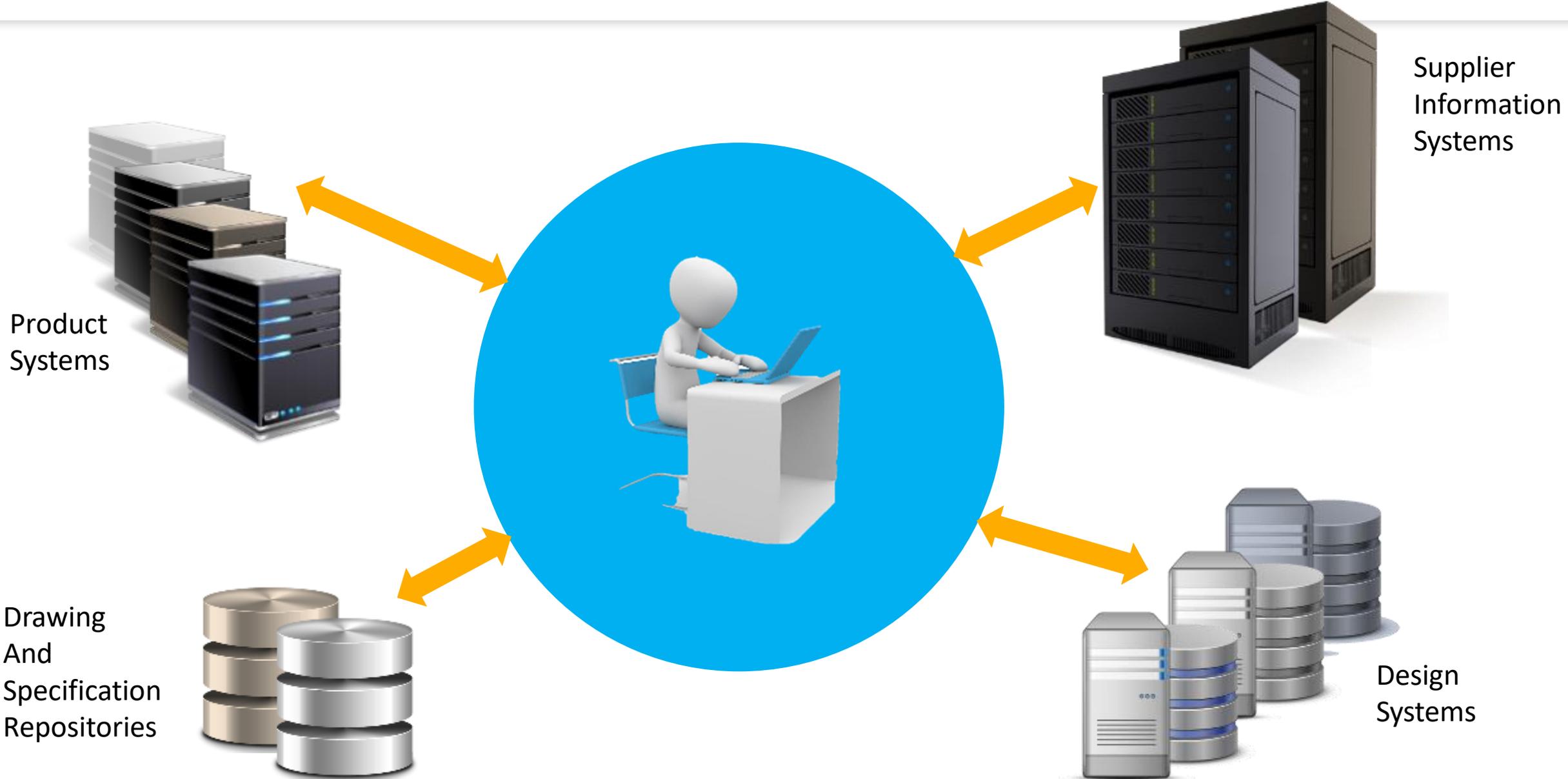
The Technology Map



The Systems Challenge



The Digital Workplace Solution





**CATEGORY
WORKBENCH**



**DYNAMIC
SHOULD-COST
MODELING**



**AUTONOMOUS
SOURCING**



**PREDICTIVE
ANALYTICS**



**SUSTAINABILITY
AND RISK
MANAGEMENT**



**CONTRACT
MANAGEMENT
– AI**



**PROCURE-
TO-PAY
AUTOMATION**



**BUDGET-TO-
PAY (B2P)**



**SUPPLIER
INTELLIGENCE
PLATFORM**



**MASTER DATA
MANAGEMENT
(MDM)**

Procurement Transformation Journey



Buy Better

Spend Better

Plan Better

Discovery

Reactive

Proactive

Strategic Value-Add

Future-Proof

Supply Assurance/Fulfillment - "Buyer"

- <25% spend visibility
- <50% under mgt.
- <10% procurement employees that are strategic

Supply + Price Assurance "Negotiator"

- <50% spend visibility
- <65% under mgt.
- <20% procurement local strategic sourcing for some categories

Focus: Addressing Spend Visibility and Process

- Few National Contracts
- Low Hanging Fruit
- eProcurement

Lowest Price to Lowest TCO - "Supply Expert"

- >90% spend visibility
- <80% under mgt.
- <30% procurement cross-business, regional sourcing initiatives

Focus: Procurement Efficiency and Effectiveness

- Spend Managed
- Strategic Sourcing
- Contract Management
- Savings Reporting
- Supplier Management

Value Generator - "Business Partner"

- ~3.5% - 5.0% + savings
- >98% enterprise spend visibility
- >90% spend managed
- Strategic category mgt.
- Separation of strategic, tactical and transaction activities
- >90% touchless transactions

Focus: Driving innovation

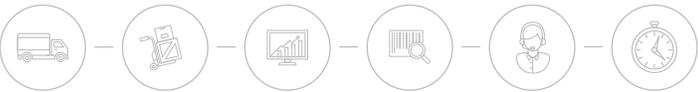
- Total Cost of Ownership Modelling
- RPA and Catalogues
- Value-add Procurement
- Compliance Management
- Unified Technology Platform

Innovator and Industry Leader - "Trendsetter"

Focus: Development of Modern Procurement Levers

- Agile Operating Model
- Artificial Intelligence
- Predictive Modeling
- Automated Workflows
- Advanced Analytics
- Integrated Market Intelligence

Technology in Procurement and Supply Chain



Weather



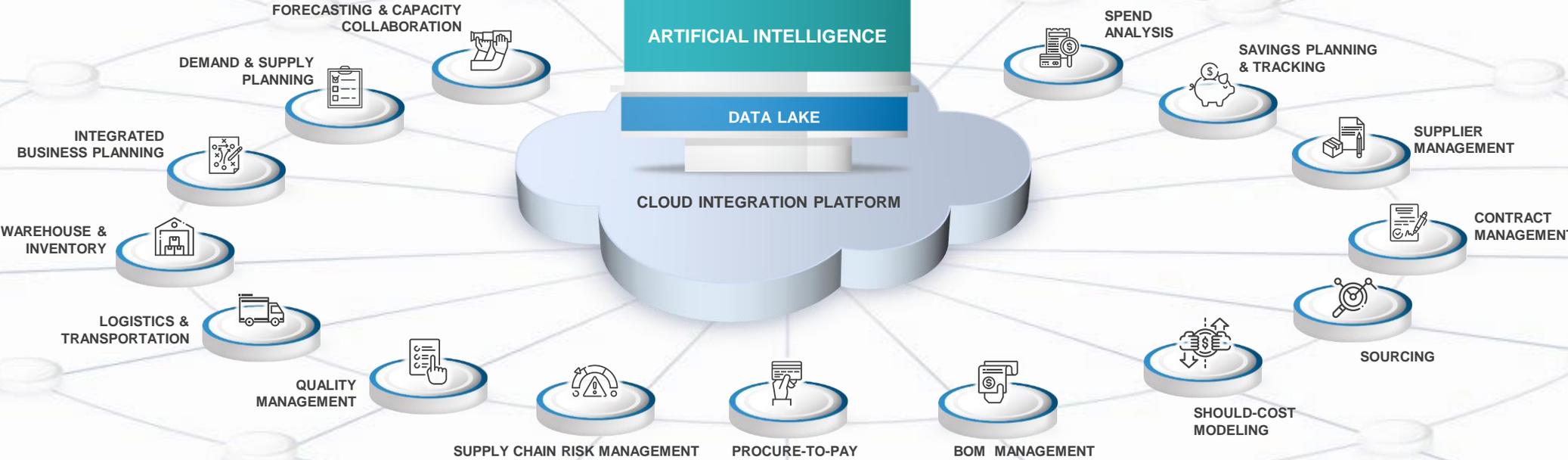
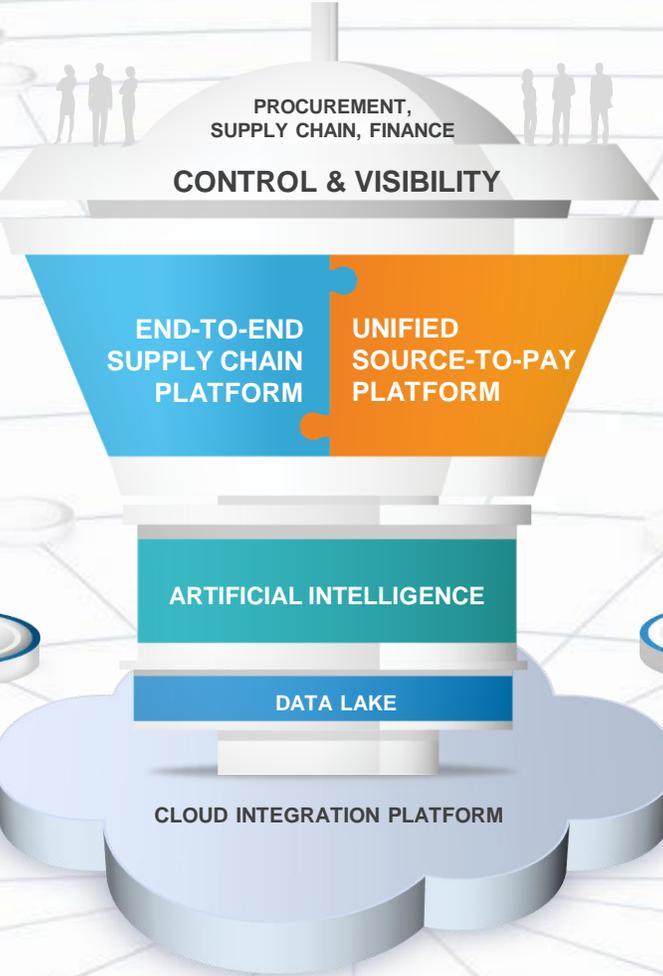
Financial Markets



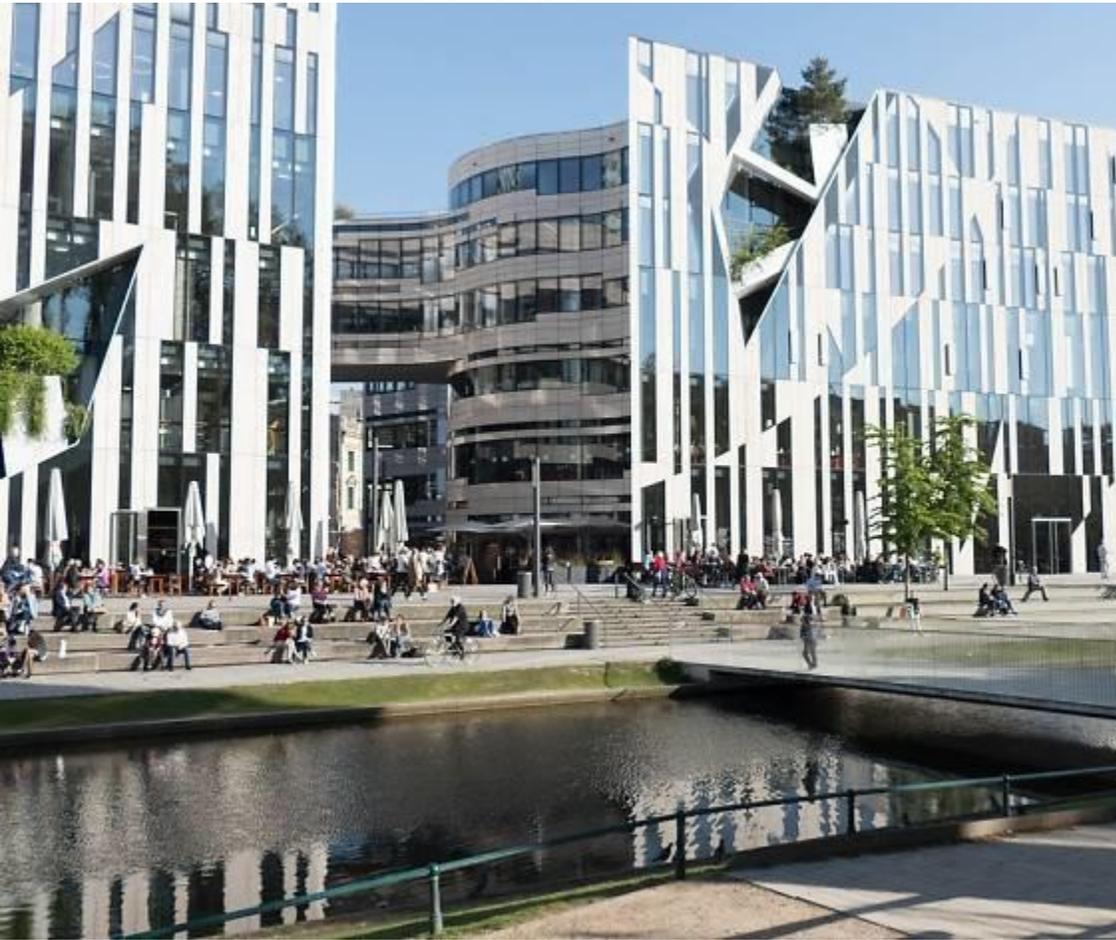
Politics & Govt



Social Trends



“We shape our buildings, thereafter they shape us”



OR?





Questions?

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