

PURCHASING IS GOING TROUGH A TRUE TRANSFORMATION

SUPPLYCHAINBRAIN



How Technology Can Transform Procurement

Duration: 647 seconds Release Date: October 12, 2018

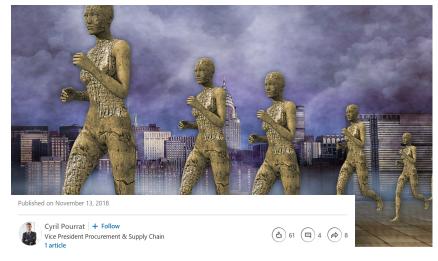
Spend Matters^{*} PRO

Al In Procurement Today (Part 1): Definitions and 6 Applications in P2P [PRO]

MICHAEL LAMOUREUX - November 7, 2018 4:00 AM Categories: Innovation, P2P, Technology | Tags: PRO



AI is the buzzword — or, more precisely, the buzz acronym — du jour in procurement software. Just about every vendor claims its applications have artificial intelligence, even though many have only basic forms of robotic process automation (RPA) or, at



"I won't be replaced by robots" Our digital transformation journey

THE RISE OF THE PROCUREMENT ROBOTS - PROCUREMENT NEWS

Procurement News | by Christopher Thiede on 01/06/2017 01:46 | \bigcirc 0 comments

Yes, robots may be on the cusp of usurping the roles of many procurement professionals, but are the tasks being automated those that we really want?



Spend Matters

Research Content Categories Plans & Pricing

No, Robots Will Not Run Procurement by 2020

JASON BUSCH - July 21, 2017 6:00 AM

Categories: Friday Rant, Innovation, Procurement, Technology | Tags: Incendiary Tidbits, L1



Editor's note: This essay is derived from a recent pub debate held by our Spend Matters UK/Europe colleagues. The topic up for discussion was the following proposition: "This house believes that robots will run (and rule) procurement by 2020." While Spend

About SAP SE / SAP News Center / Technology

Will Robots Replace Procurement?

May 31, 2018 by Judith Magyar

THE THREE KEY STAGES IN THE PROCUREMENT PROCESS

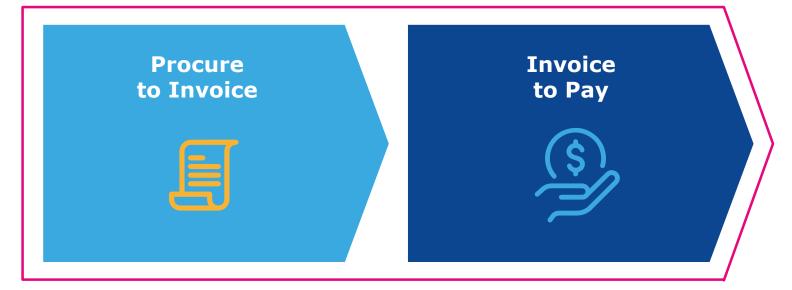


S2C: SOURCE TO CONTRACT

Procurement and Legal departments

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P2P: PROCURE TO PAY







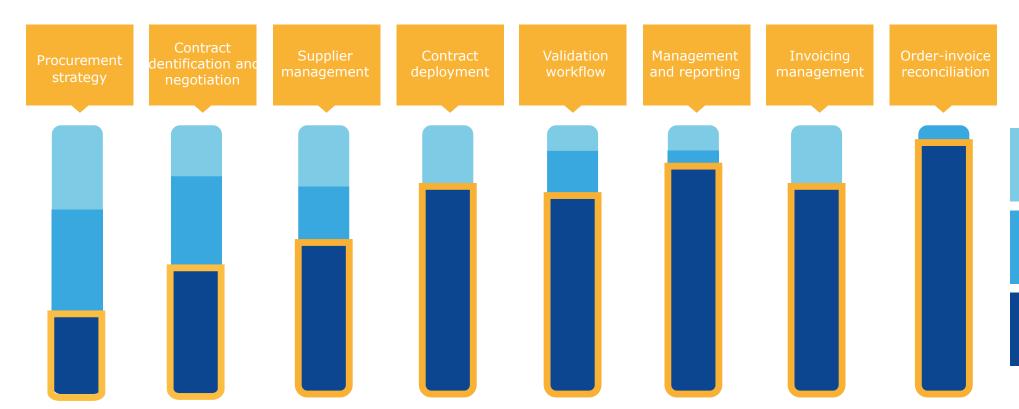
THE MAIN PROCESSES IN THE PROCUREMENT FUNCTION CAN BE AUTOMATED

S2C: SOURCE TO CONTRACT P2P: PROCURE TO PAY

Procurement department

Procure to Invoice

Invoice to Pay





Can be partly automated

Can be fully automated

OBSTACLES PREVENTING DIGITALIZATION





Incorporating data

45% (ii)

Data quality

27%

Data management

tools

20%

Data availability

Data

Skills

Technology



OBSTACLES PREVENTING DIGITALIZATION





Availability of data analytics resources on the market



Skills

Technology





OBSTACLES PREVENTING DIGITALIZATION



18%



IT Solutions

24%



Adoption of new solutions

Data

Skills

Technology





NEW TECHNOLOGIES ARE EMERGING



- Voice recognition
- Connectivity: inventory management

IoT

DIGITALIZATION

- Digitisation of S2P and P2P processes
- Digitisation of the supply chain



AI

- Robotic process
 - Language processing
 - Predictive analysis

automation





... TO CREATE MORE TIME FOR REFOCUSING PROCESSES ON PEOPLE



17%

18%

44%





... TO CREATE MORE TIME FOR REFOCUSING PROCESSES ON PEOPLE







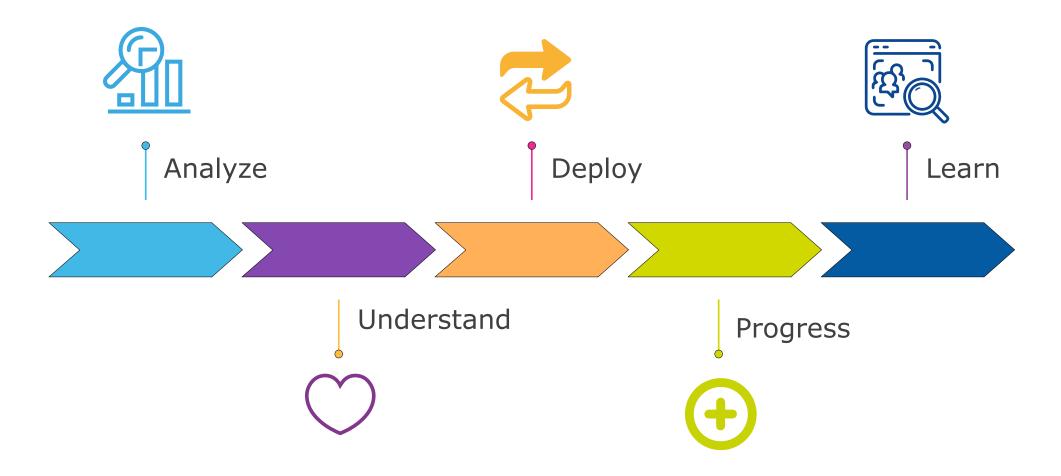






TECHNOLOGY FREES UP TIME FOR CREATING VALUE THROUGHOUT THE PROCUREMENT CYCLE

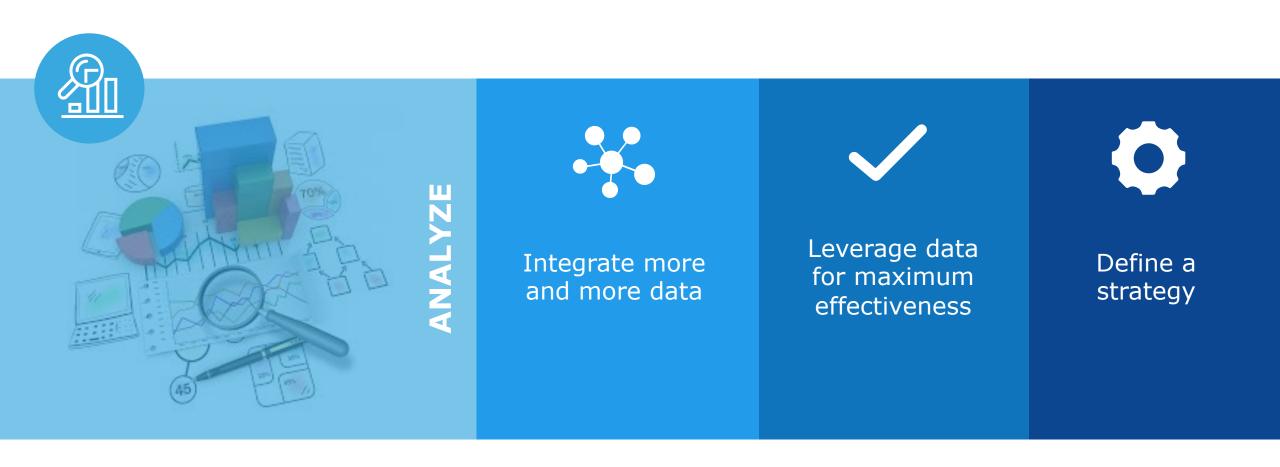








MORE TIME TO IMPROVE THE QUALITY OF CHOICE AND RESPONSE







MORE TIME FOR INCLUDING USERS IN THE DECISION-MAKING PROCESS





Forge ties and relationships



Continual consultation strategy

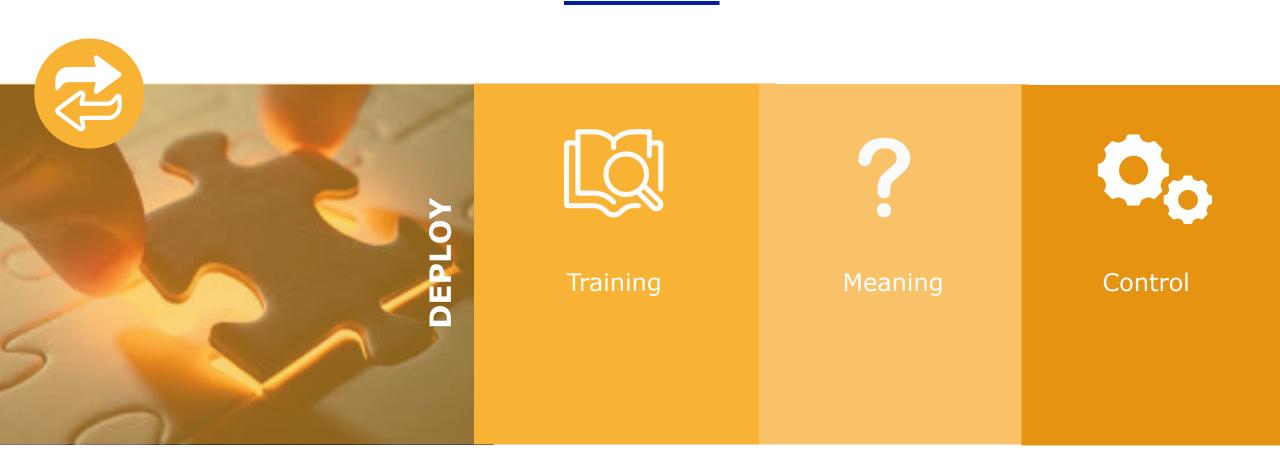


Draw the user lifecycle





MORE TIME FOR DRIVING CHANGE







MORE TIME FOR CONTINUAL DEVELOPMENT





Continuous improvement approach



Feedback culture



Upskill the teams





MORE TIME FOR SELF-DEVELOPMENT AND GREATER PROACTIVITY





Advances in technology



Competitive, environmental and regulatory intelligence



Proactively inform users





NEW SKILLS, FROM THE LEFT BRAIN TO THE RIGHT BRAIN









BUYERS OF THE FUTURE WILL NOT BE ROBOTS, BUT...



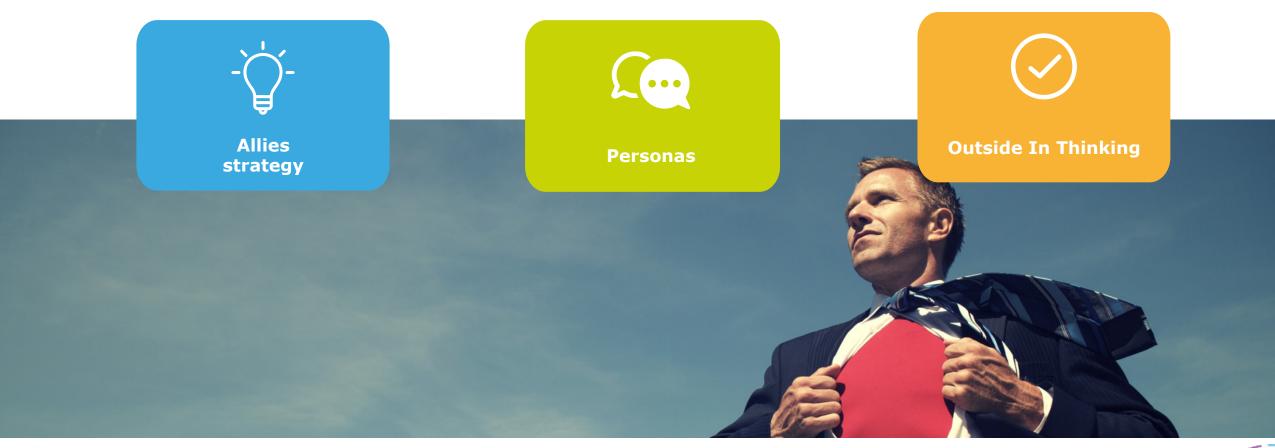






THREE METHODS TO HELP HEROES!









THREE METHODS TO HELP HEROES!







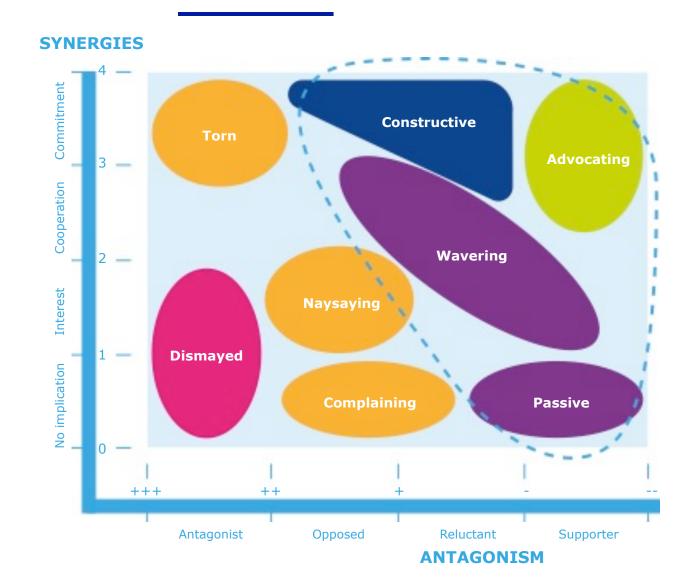


ALLIES STRATEGY: A HIGHLY EFFECTIVE TOOL FOR CREATING ADHESION



The Matrix of Allies or "how to convince the group"

- Identify your "allies"!
- Boost synergies with allies
- 3 Encourage your allies







ALLIES ARE LOYAL



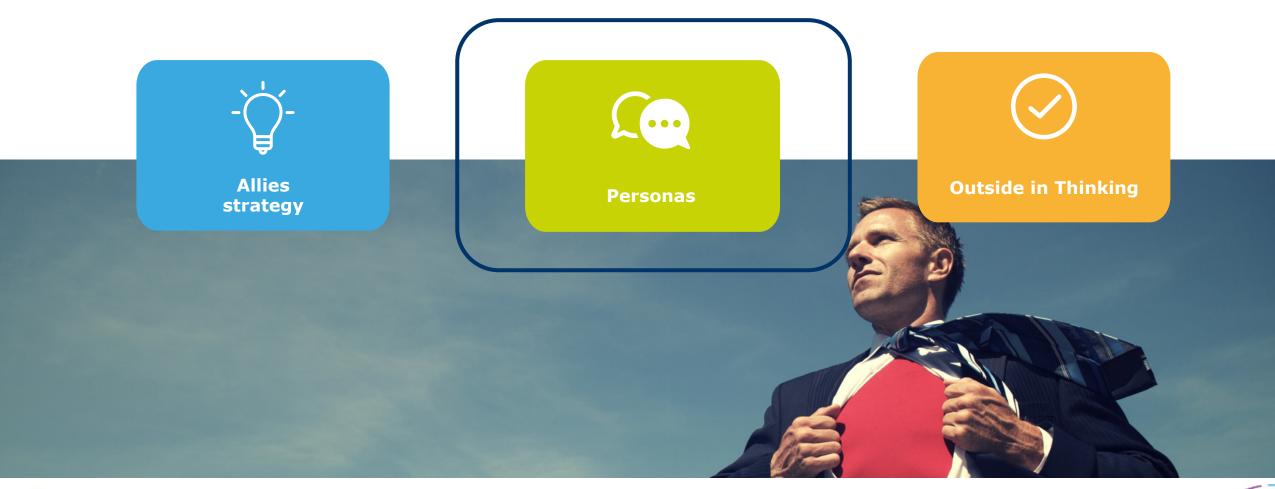
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	51 - 100 orders	8%	55%	30%	4%	1%	1%	1%	2%
	21 - 50 orders	0%	7%	54%	30%	2%	2%	1%	4%
	6 - 20 orders	0%	0%	7%	51%	15%	13%	6%	9%
	4 - 5 orders	0%	0%	1%	21%	18%	26%	15%	20%
	2 - 3 orders	0%	0%	0%	7%	10%	22%	20%	42%
	1 order	0%	0%	0%	2%	3%	10%	15%	71%
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THREE METHODS TO HELP HEROES!









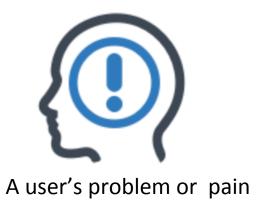




RATIONAL NEED EXPRESSED









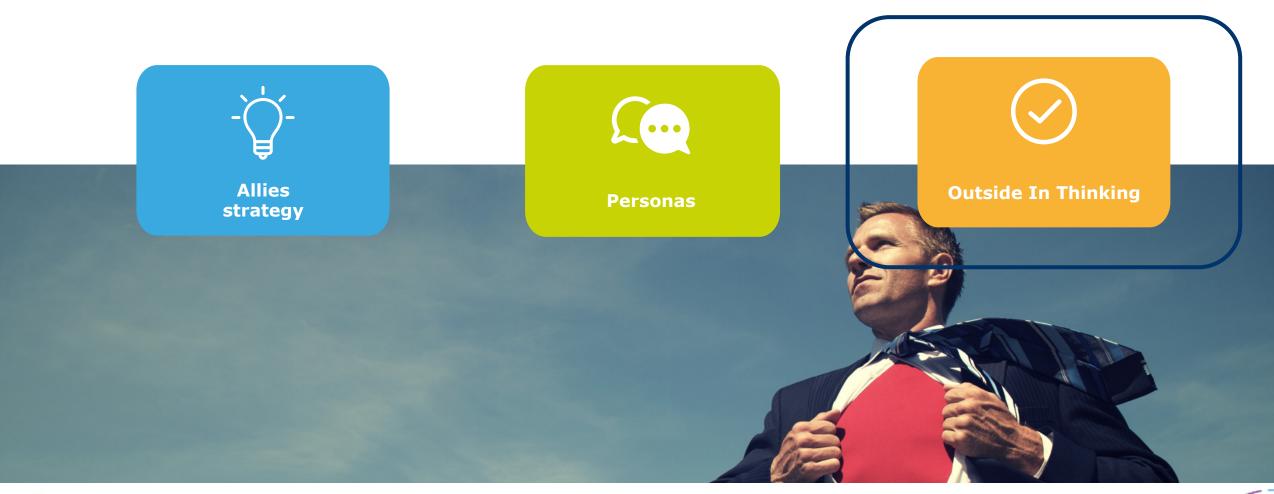






THREE METHODS TO HELP HEROES!



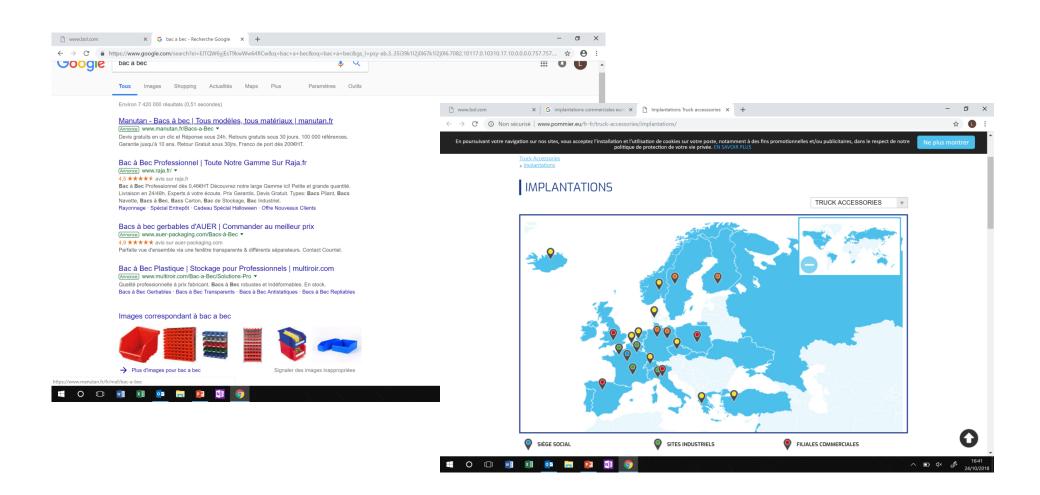






2006 LEARNING EXPEDITION IN GOOGLE HQ



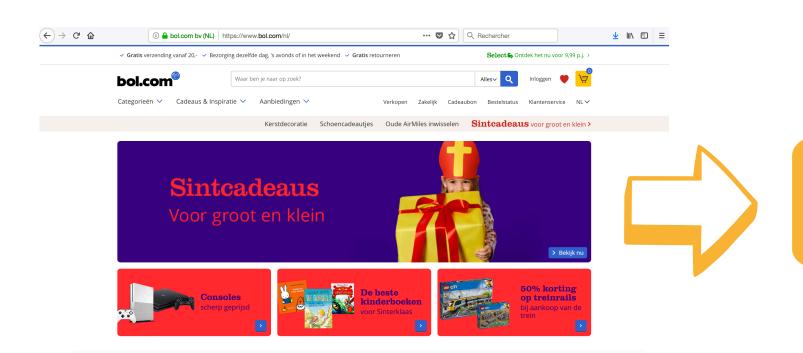






VISIT TO BOL.NL





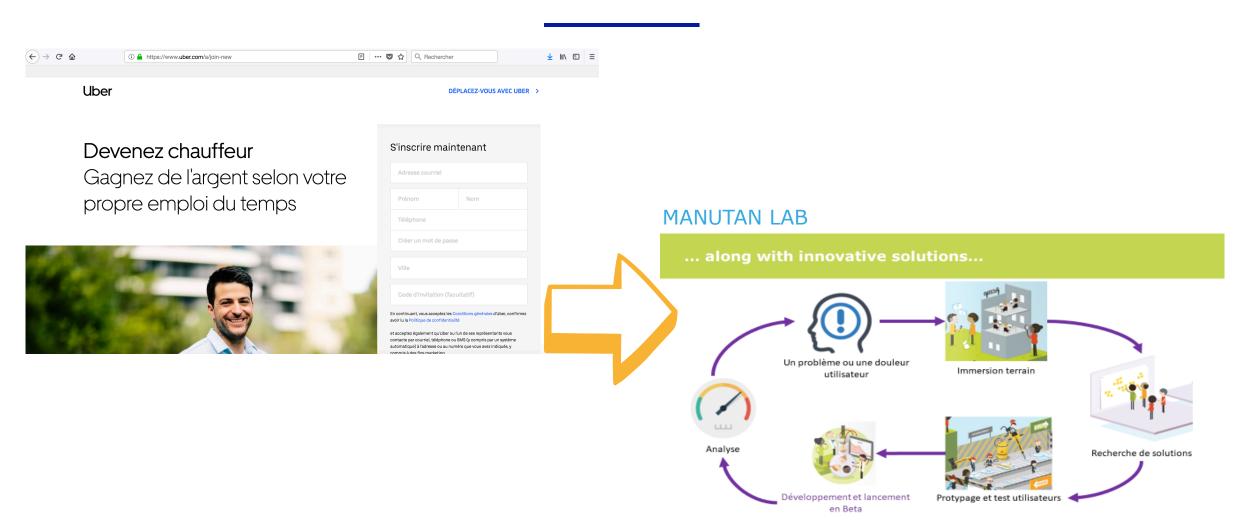
Complete redesign of referencing process





VISIT TO UBER









"HERO" BUYERS ARE A MAJOR PLAYER IN THE COMPANY'S STRATEGY



Employee Experience



Digitalization



Social and environmental responsibility





