

WILL THE BUYER OF THE FUTURE BE A ROBOT?

**Anticipate and
control the impacts
of technology on B2B
procurement**



All you need. **With love.**

PROCUREMENT
LEADERS

PROCUREMENT TRANSFORMATION

HOW TECHNOLOGY IS DRIVING
CHANGE AND WHAT TO
EXPECT NEXT

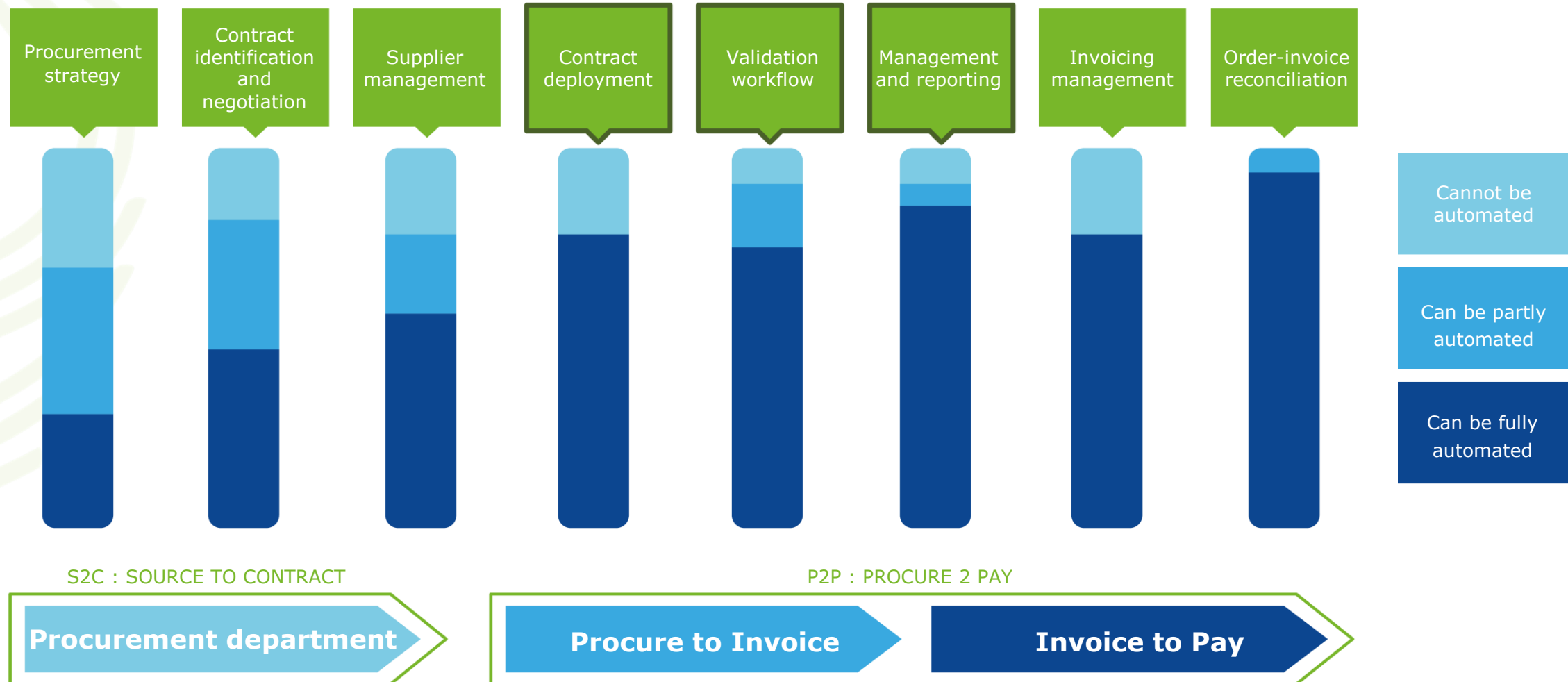
THE ROLE OF TECHNOLOGY IN PROCUREMENT'S STRATEGIC TRANSFORMATION

A PROCURECON CPO STUDY



WBR  DIGITAL

THE MAIN PROCESSES IN THE PROCUREMENT FUNCTION CAN BE AUTOMATED



OBSTACLES PREVENTING DIGITALIZATION

46%



Incorporating data

45%



Data quality

27%



Data management tools

20%



Data availability

Data

Skills

Technology



OBSTACLES PREVENTING DIGITALIZATION

30%



Management involvement

24%



Availability of data analytics resources on the market

29%



Data analytics skills

Data

Skills

Technology

Data from LinkedIn article



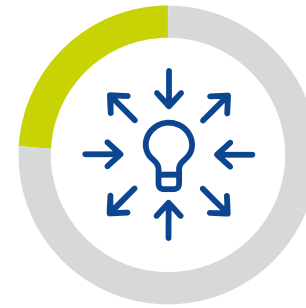
OBSTACLES PREVENTING DIGITALIZATION

18%



IT solutions

24%



Adoption of new
solutions

Data

Skills

Technology



AS A RESULT...

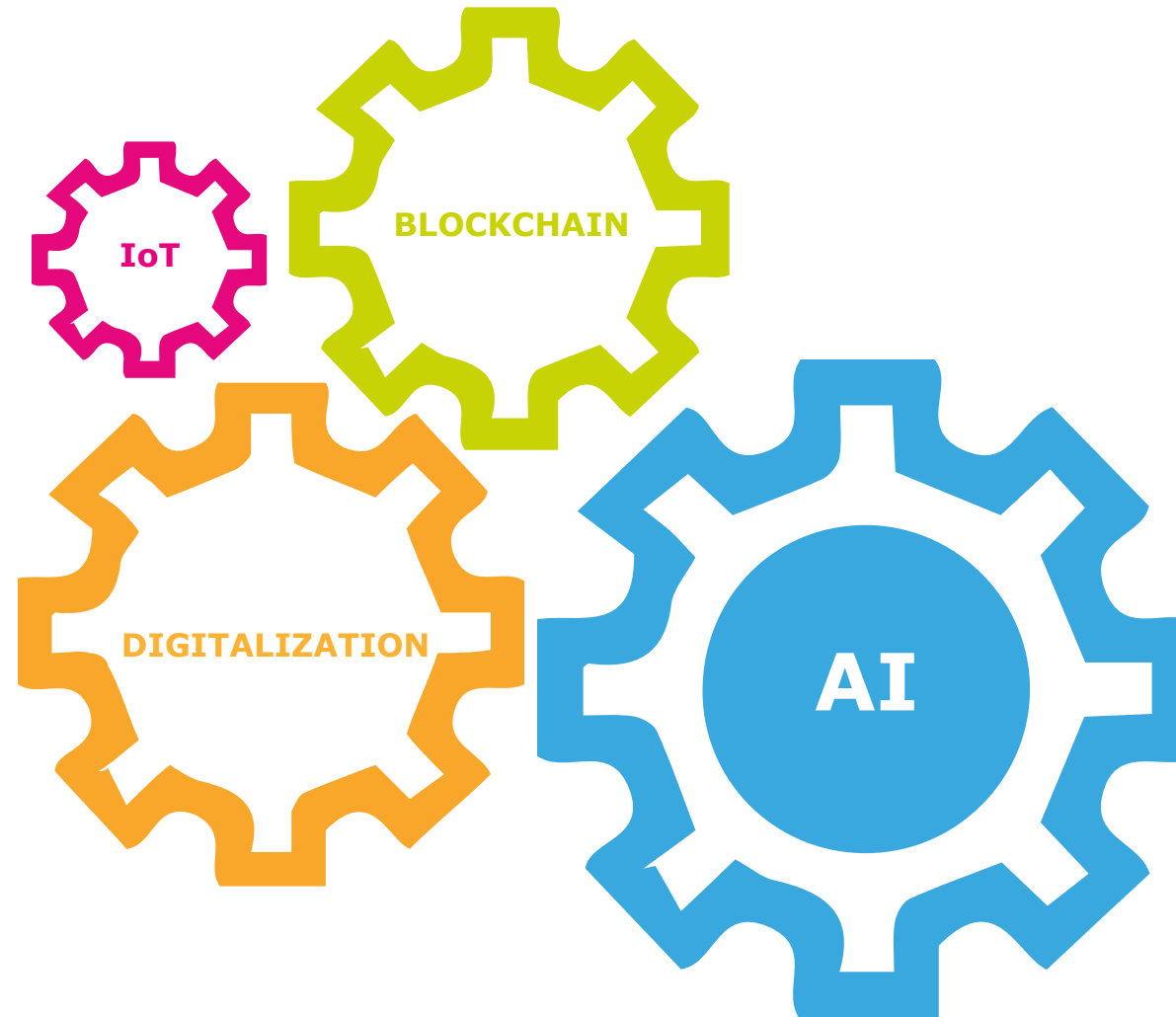
17%

18%

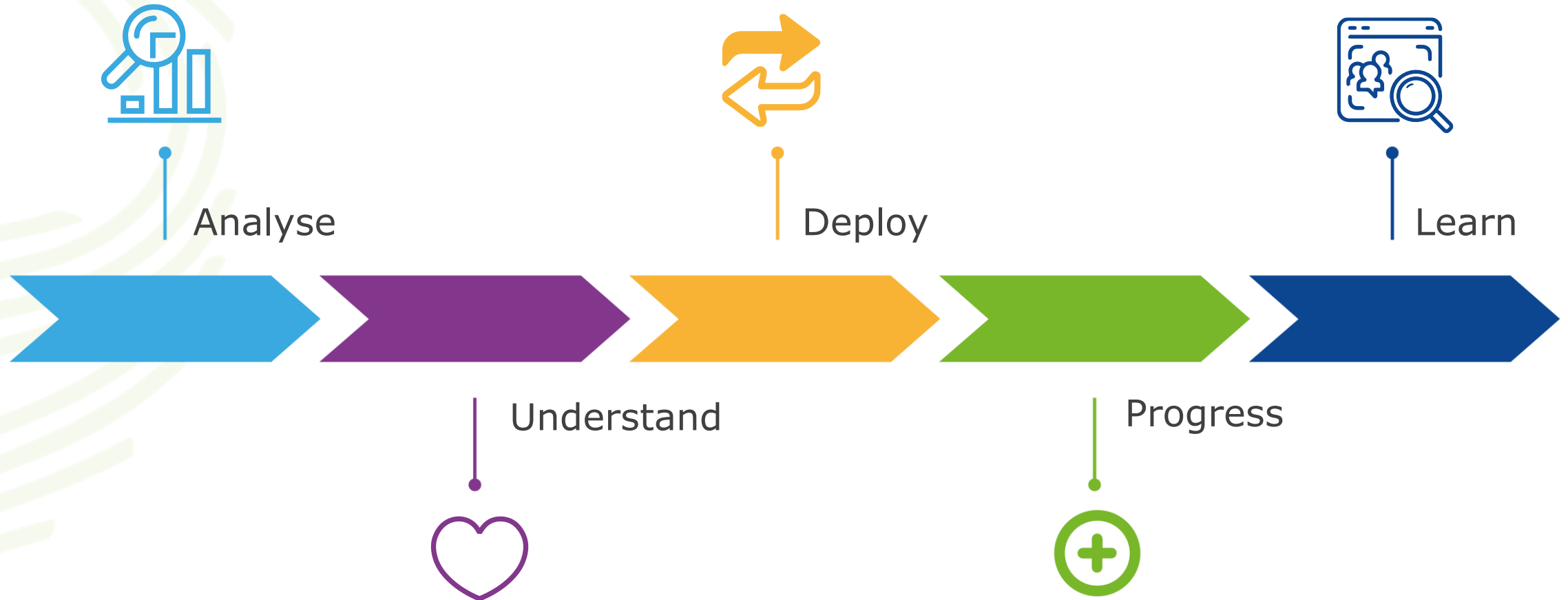
44%



HOW CAN EMERGING TECHNOLOGIES HELP?



TECHNOLOGY FREES UP TIME FOR CREATING VALUE THROUGHOUT THE PROCUREMENT CYCLE

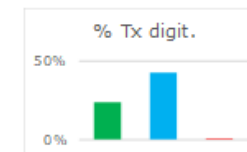
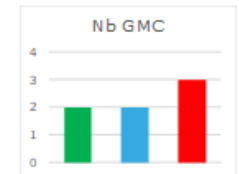
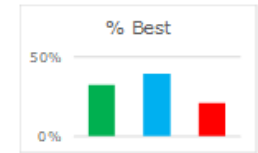
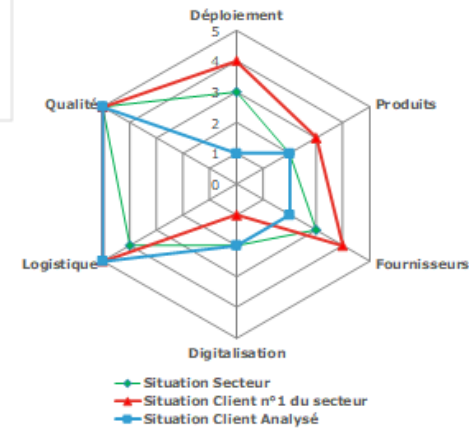
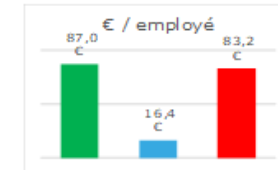
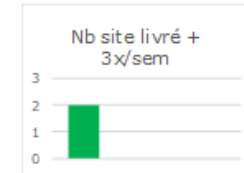
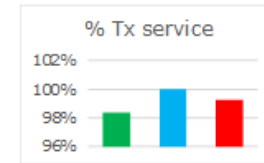
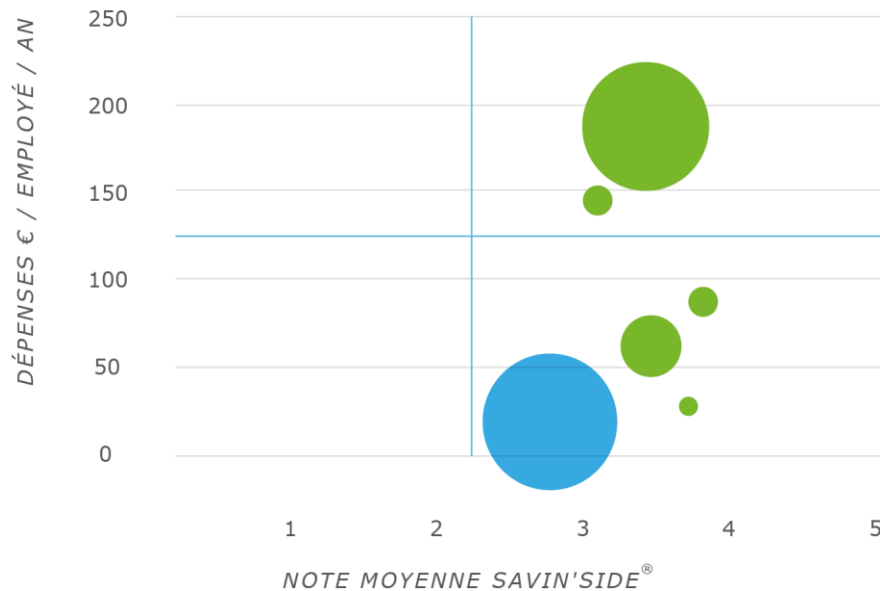




ANALYZE: MORE TIME TO IMPROVE THE QUALITY OF CHOICE AND RESPONSE



Fabrication de produits en caoutchouc et en plastique





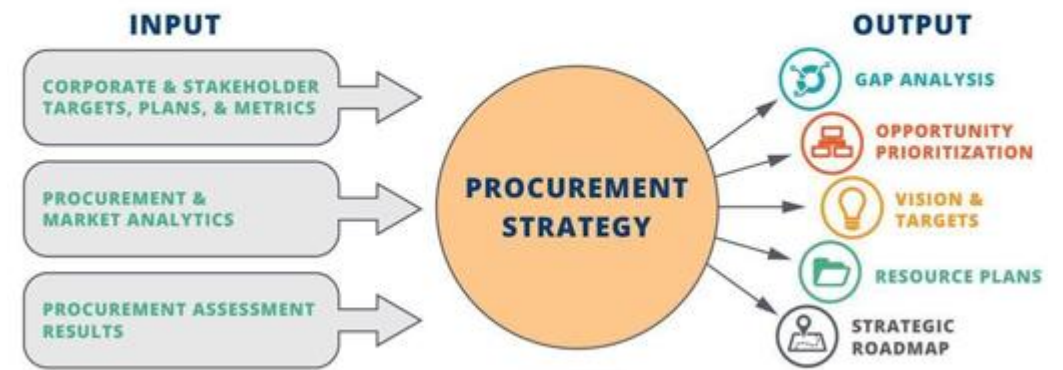
UNDERSTAND: MORE TIME FOR INCLUDING USERS IN THE DECISION-MAKING PROCESS



FROM...

... TO

Procurement Strategy Planning



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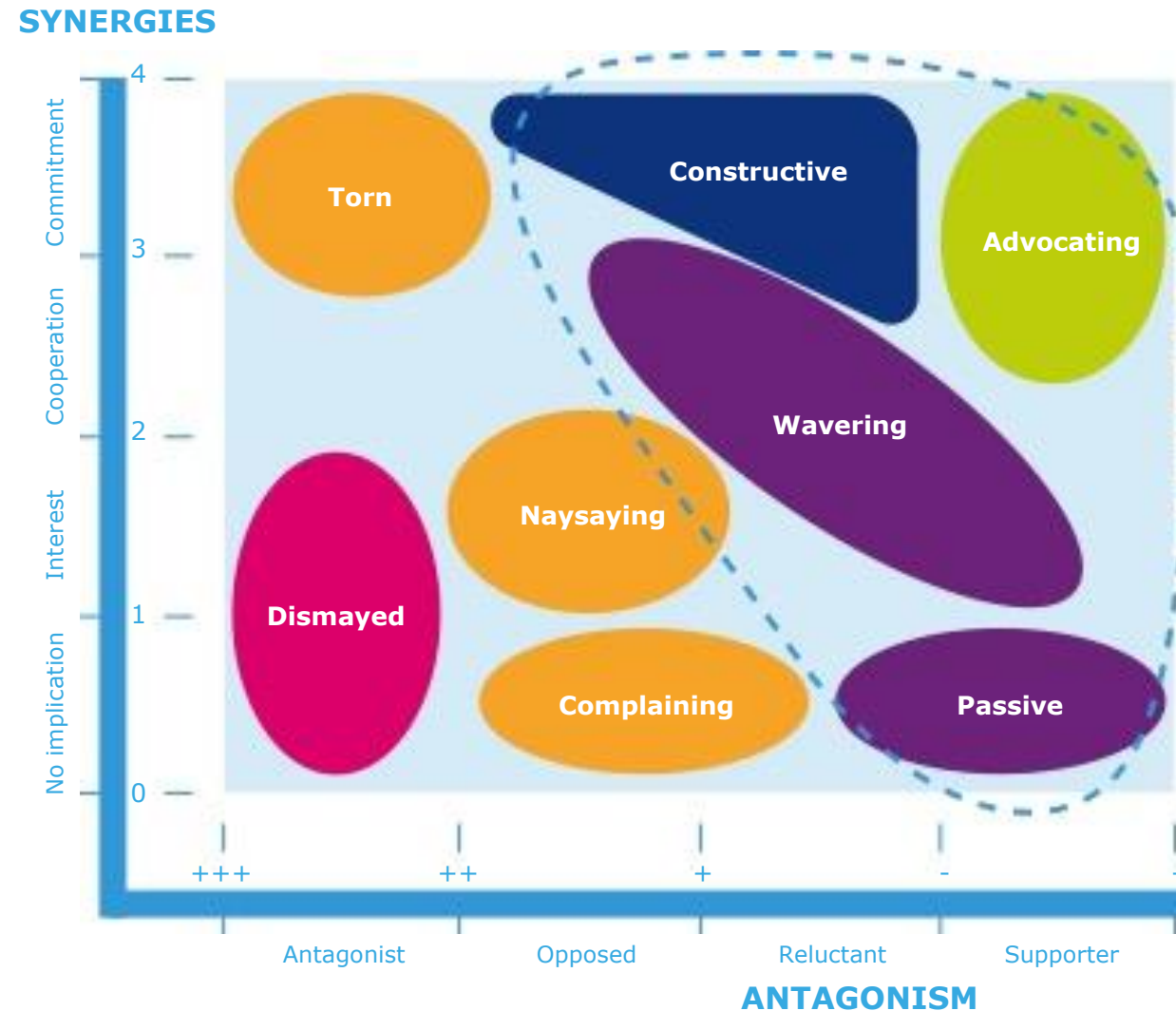
DEPLOY: MORE TIME FOR DRIVING CHANGE



ALLIES STRATEGY TO DRIVE CHANGE A HIGHLY EFFECTIVE TOOL FOR CREATING ADHESION

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

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





PROGRESS: MORE TIME FOR MONITORING ACTION PLANS



Compte Rendu
COMPANY/
21/05/2019



Déploiement
1 action(s)

Objectif de la note : <=50% des sites ciblés

Economie potentielle : 16K€

Définition



DÉPLOIEMENT
DE L'ACCORD

Répartition de vos dépenses chez Manutan par rapport à un potentiel de dépenses d'achats de classe C (établi selon le chiffre d'affaires de votre société)



Actions

Action 1

Reporting chiffres d'affaires
Communiquer le détail par sites
Echéance : 03/06/2019

Contact client

Contact Manutan

Bruno Maheut
KEY ACCOUNT MANAGER
Site : Manutan France
Bruno.Maheut@manutan.fr



Changer de compte Déconnexion

Export Excel

Compte	ID Compte	Date du RDV	Période analys...	Axe optimisé	Échéance d...	Action	Échéance d...	Statut	Score ini...	Score cible	Économies
COMPANYIL...	FRA02902069	01/10/2019	YEAR	Produits	08/02/2020	Mise en pla...	08/10/2019	En cours	2	3	10K€
BU/EUROP...	FRA10082815	30/09/2019	12MONTHS	Digitalisation	30/09/2019	Projet Dem...	30/09/2019	En cours	1	2	276€
BU/EUROP...	FRA10082815	30/09/2019	YEAR	Déploiement	30/09/2019	Déploiement...	30/09/2019	En cours	1	1	294€
BU/EUROP...	FRA10082815	30/09/2019	YEAR	Digitalisation	03/10/2019	Mise en pla...	02/10/2019	En cours	1	5	1 162€
BU/EUROP...	FRA10082815	30/09/2019	YEAR	Digitalisation	03/10/2019	Analyse des ...	30/09/2019	En cours	1	5	1 162€
BU/EUROP...	FRA10082815	30/09/2019	YEAR	Fournisseurs	30/09/2019	Référencem...	30/09/2019	En cours	1	2	20K€
BU/EUROP...	FRA10082815	30/09/2019	YEAR	Produits	30/09/2019	Carrousel P...	05/10/2019	En cours	5	5	44€
BU/EUROP...	FRA10082815	30/09/2019	YEAR	Fournisseurs	30/09/2019	Analyse de ...	30/10/2019	En cours	1	1	3K€
COMPANYIL...	FRA02902069	30/09/2019	YEAR	Fournisseurs		Reporting c...	01/11/2019	Clôturée	5	5	5K€
COMPANYIL...	FRA02902069	30/09/2019	YEAR	Produits		Participatio...	27/09/2019	Clôturée	2	2	7K€

PREVIOUS

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10 lignes

Suivant





PROGRESS: MORE TIME FOR CONTINUOUS IMPROVEMENT INVOLVING TEAMS

HÉROS AU QUOTIDIEN

C'EST...



LE POUVOIR D'AGIR



SIMPLEMENT
CONCRÈTEMENT



POUR TOUS
AU QUOTIDIEN



- UN QUOTIDIEN PLUS SIMPLE
- DES CLIENTS PLUS SATISFAITS
- UN GROUPE PLUS PERFORMANT





LEARNING: MORE TIME FOR SELF-DEVELOPMENT AND GREATER PROACTIVITY





LEARNING: MORE TIME FOR SELF-DEVELOPMENT AND GREATER PROACTIVITY



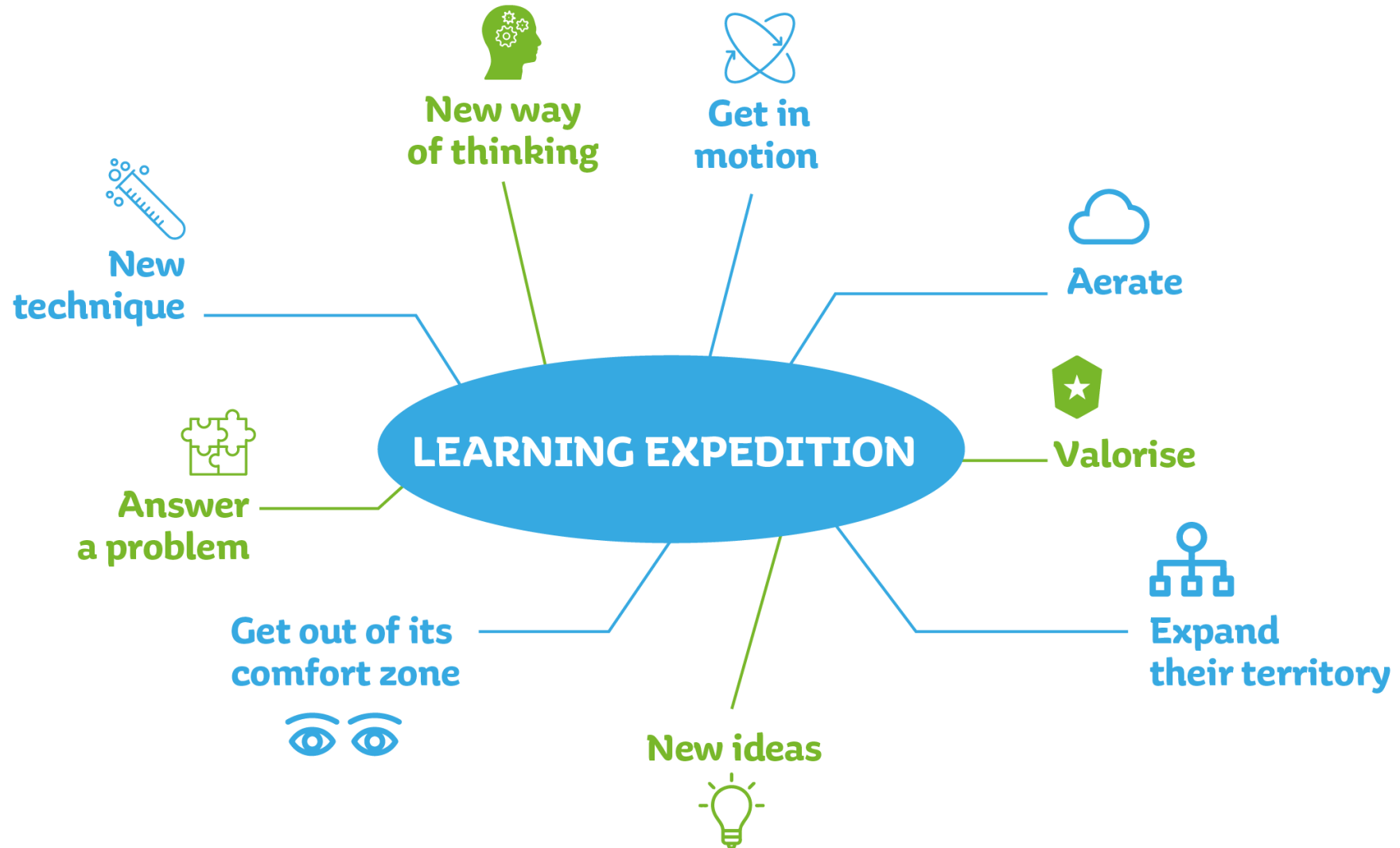


LEARNING: MORE TIME FOR SELF-DEVELOPMENT AND GREATER PROACTIVITY





THE BENEFIT OF LEARNING EXPEDITIONS



NEW SKILLS, FROM THE LEFT BRAIN TO THE RIGHT BRAIN



The word cloud is a brain-shaped graphic where words are arranged to represent skills. The left side of the brain (analytical) is associated with words like 'Data', 'Communication', 'Network', 'Vision', 'Humility', 'Reliable', 'Trust', 'Innovation', 'Entrepreneur', 'Local', 'Global', 'Transversal', 'Contact', 'Freewill', 'Responsible', 'Pedagogical', 'Vision', 'Humility', 'Reliable', 'Trust', 'Innovation', 'Entrepreneur', 'Local', 'Global', 'Transversal', 'Contact', 'Freewill', 'Responsible', 'Pedagogical'. The right side of the brain (creative) is associated with words like 'Vision', 'Humility', 'Reliable', 'Trust', 'Innovation', 'Entrepreneur', 'Local', 'Global', 'Transversal', 'Contact', 'Freewill', 'Responsible', 'Pedagogical'. The words are color-coded: blue for left-brain skills and orange for right-brain skills. The words are arranged in a way that suggests a flow from the left side of the brain to the right side.

Manutan



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



HIGH ENERGY



EMPATHY



RATIONAL



ON THE FIELD



STRATEGY





THANK YOU
Any questions?



All you need. **With love.**