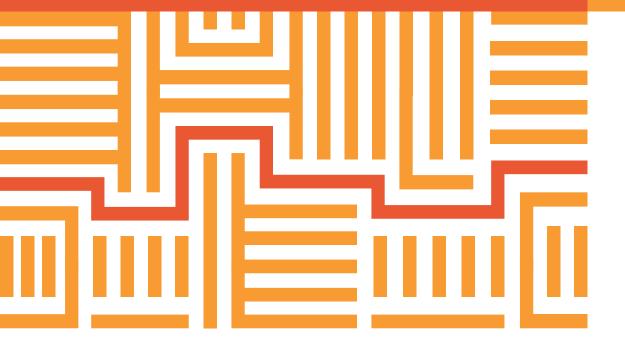
Digital Procurement

Technology to provide a competitive edge for procurement and supply chain management

www.pwc.com/it







Digital Procurement

Enables the companies to absorb the current business challenges and requirements as:

Digitization

Agility

Economic & Geopolitical Uncertainty

Resilience

(De-) Globa-lization **Flexibility**

Age of Divergence

Robustness

addressing the key Digital Procurement Imperatives:



Accelerate digital & technology impact



Align costs with business strategy



Create easy access for your clients



Create and grow supplier competition



Navigate risk and regulatory complexity



Optimize deals using new business models



Secure strong supplier collaboration



Stimulate innovation with new digital products and services



Strengthen trust and transparency



Transform human capital



Unlock data possibilities



Drive Technology beyond Digital





Technology supporting Procurement

A range of Technology Solutions are now available to support core procurement processes. Each of these elements can be supported by an eProcurement solution.



Analyse

Spend Analysis Reporting Category planning Supplier Scouting



Source

RFx requirements gathering eRFx / eAuction Evaluation Supplier Selection & Awarding Saving tracking



Contract

Authoring Collaboration Lifecycle Archiving



End to end

Source

to Pay

Enable Suppliers

Supplier Onboarding Supplier Qualification Supplier MD management



Procure

Requisitioning & Ordering eCatalogues management Receiving goods Accepting services



Invoice & Pay

Self service Invoicing 3 Way-match Exception Management Ok to pay Dynamic Discounting



Manage

Relationship Management Supplier Risks & Performance Supplier Rating Improvement Plan



Procurement technology trends

The evolving technological trend is to transform a "monolithic ERP platform" that covers all business activities, in an "IT hub" integrated with best-of-breed applications for key business processes management.

On premise core ERP is reducing in footprint with some core functionality such as P2P moving to the cloud.

Many organizations are looking beyond P2P at S2P solutions – Source to Pay – encompassing elements such as eProcurement, eInvoicing, AP automation etc.

90% + of new eProcurement solution implementations are cloud based, due to benefits around agility, upgrades, collaboration and innovation.

The "User experience" is no longer a nice to have. In the digital age – it is (and should be) the number 1 requirement for clients.

Major organizations are looking at "full suite" solutions with point solutions tending to be selected where decision making is led by individual departments. Minimal user training, to maximize adoption, is a key requirement.



Our capabilities

- Deep understanding of how Technology impact on people, process and data across a procurement organization.
- Insight into how investment in Technology ensures that Procurement can meet the needs of its customers.
- Appreciation of the complexities within Technology landscapes and the impacts of change.
- Extensive experience in requirements gathering, process design and business case development.
- Use of global network to bring specialist knowledge on eProcurement solution implementation and refresh.
- +5 «live »projects in less than a year and across different industries.
- In depth knowledge in Source to Pay, Contract Management and Supplier Management.
- Strategic Alliances and Partnerships with eProcurement Providers.



Our Methodology

A typical project would include four phases:

- 1. As is analysis and initial high level business case creation.
- 2. Detailed to be process design and functional specification development.
- 3. Sourcing and final business case sign-off.

implemented.

complete.

"To Be" Process design

Detailed requirements

ITT pack for issue to market.

gathering complete.

4. Implementation of technology & processes.

	4-6 weeks	8-12 weeks	12-36 weeks
Phases	Strategy, governance, process design and requirements development	Sourcing & Business Case sign-off	Implementation and integration, continuous improvement
Key Activities	Outline business readiness and requirements for change.	Issue tender pack to the market.	Program manage the introduction of the new technology and processes.
	Complete Level 4 "To Be" process design work for all scope areas.	Manage supplier presentations, clarifications and responses.	Provide change management support to embed the new technology and processes.
	Develop detailed functional and non-functional requirement documentation.	Analyze detailed supplier proposal and develop sourcing recommendation paper.	Act as the commercial interface between the new technology suppliers.
	Assists with the market engagement and ITT pack development.	Engage key stakeholders around review of the sourcing paper.	Co-ordinate the process / technology testing and pilot activities with the
	Confirm user experience requirements in terms	Design & test portal.	super use group.
	of portals and enabling technology.	Prepare for forthcoming change - begin to develop detailed documents,	Facilitate the delivery of the technology training program.
	Review systems high level plan and agree phased approach to technology change.	approach to implementation, user acceptance training approach, super user family developed etc.	Complete any process refinement design work that may be required.
	Agree sourcing evaluation approach and matrix.	•	
	V	V	V
Outcomes	Spend Visibility tool	Evaluation of responses.	Detailed program plan.

Sourcing recommendation.

complete.

Preparation for implementation

5

First phase of implementation

Initial testing & training

complete.

complete.





Agile Implementation Approach

Discovery





Design







Deploy



- Opportunity assessment (identify benefits).
- Contribute to business case (case for change).
- Operating model improvements.
- Confirm program plan, project scope and mobilize project team.
- Review technical infrastructure.
- Interview key stakeholders.
- Conduct requirements gathering / validation workshops.
- Conduct training for project team.
- Define future state business processes.
- Create and review blueprinting documents.
- Design review sessions with key stakeholders.
- Finalize deployment approach.
- Develop and test interfaces, reports and forms.
- Create and review technical specifications.
- Develop ETL/ data conversion plan and specifications.
- Prepare and conduct unit and integration testing.
- Prepare end user training plan and training materials.
- Conduct readiness assessment.
- Deliver end-user training to support organization.
- Convert production master data.
- · Go-Live verification meeting.
- Conduct Quality Gate Review.
- Support post go-live stabilization.





Track record globally

1.200+

PwC Procurement specialists globally

200+

Projects implementing new procurement organisations

400+

Projects with Sourcing Savings

20+

Digitisation and RPA projects

+008

Total number of Procurement Projects

25+

Countries where we have implemented cloud solutions

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