

Accenture Transformation capabilities enabled with Ivalua

February 2023



About Accenture

Accenture is the #1 consulting company in sourcing and procurement with unparalleled skills and capabilities

SOURCE



Accenture is the #1 consulting company in sourcing and procurement with unparalleled skills and capabilities

Strategy to execution

Capabilities span from strategy to implementing, tech integration & operating solutions.



Best and largest team

Over 400 seasoned high-end cost reduction and digital operations strategy experts supported by execution capabilities of 16,970+ sourcing delivery professionals.



Innovation and thought leadership

Accenture is continuously focusing on innovative approaches through our innovation architecture and trends in procurement to sustain the position as thought leader.



Trusted partner in transformation

Over the past 5 years, delivered 500+ transformations across clients based in 40 countries and 79 industries.



Trusted digital partner

Strong strategic partnerships with the leading Procurement technology players, as well as partnerships with new, emerging niche players.



SOURCE

Sustainable savings focus

Sensible & sustainable savings with 90%+ compliance, not one-off or reckless cost cutting.



Cost reduction expertise

Over 400 cost reduction programs delivered over the past 3 years, achieving durable OPEX saving ranging from 8-33%.



Insightful value at speed

Deep industry and category experience (4,500 FTEs) based on experience managing \$348B of spend per annum.



Market intelligence

1,690+ category specialists executing 42,000+ projects annually across **124,600+** active contracts. We provide in-depth market intelligence across 350 categories and every industry.



C-level network

Accenture is initiator of the "CPO Circle", a global community of more than 70 C-level procurement executives.



Strength in numbers

WE DON'T ONLY ADVISE AND EXECUTE, BUT WE ALSO OPERATE ON BEHALF OF OUR CLIENTS.



\$402B

Spend managed annually

Clients tap into our spend management data, tools and intelligence to make informed decisions so they can take control of spend.

690

Procurement Operations clients

Clients become part of an ecosystem of leading companies across a range of industries and locations.

17.4K+

Source-To-Pay resources

Including 1,690+ category and sourcing specialists. Clients can call on the expertise of our category and procurement specialists.

45.7K+

Projects managed annually

Clients gain real-time market intelligence so they have a finger on the pulse of the markets driving pricing and terms.

134K+

Contracts managed annually

Clients enjoy access to the very best category terms and conditions (T&Cs).

100M

Transactions processed annually

Clients benefit from our deep experience across every type of transaction and can be sure they're minimizing leakage.



SOURCE Domain at a glance

OUR GOAL IS TO CREATE ONE TEAM, ALIGNED TO ONE GOAL TO DELIVER END-TO-END SOLUTIONS

End-to-End Procurement Services to drive sustainable value

1

Strategy & Consulting

- Sourcing Strategy

2

Interactive

- Enhancing Customer Experience

3

Technology

- Digital Enablement

4

Operations

- Supply Chain Optimization



Accenture positioned as a leader across multiple industries, including: Automotive, Industrial, Retail, CG&S, Life Sciences, Energy, Utilities, Natural Resources, Chemicals, A&D, Comms, Software & Platforms, High Tech, Travel, Financial Services, Health, Public Sector



350+

Sourcing Transformations at 250+ clients YTD, across the entire S&P value chain



1600+

SOURCE practitioners

Representative list of clients



Our purpose is to design and build tomorrow's procurement functions to positively impact business, society, and our planet.



Innovation architecture Deliver transformation

INNOVATION ARCHITECTURE PROVIDES INNOVATION SERVICES. THIS IS WHERE ACCENTURE INVESTS IN CAPABILITIES TO BRING INNOVATION TO CLIENTS



Accenture research

Identifies and anticipates game-changing business, market and technology trends through provocative thought leadership.

- Trends ideated through
- thought leadership

250+ research experts in 23 countries



Accenture ventures

Partners with and invests in growth-stage companies that create innovative enterprise technologies, using an open innovation approach.

- Investment and open innovation
- Shape emerging technologies

18 equity investments
5,000+ startups tracked

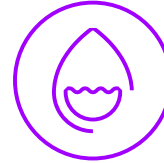


Accenture labs

Does cutting-edge research and incubates new concepts through applied R&D projects that have a significant near term impact on our clients' businesses

- R&D
- Prototype through applied R&D projects

1,400+ pending and issued patents
7 lab locations

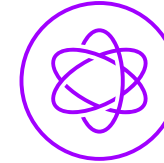


Accenture studios

Focus on a range of specializations from rapid applications development to service design, and digital project creation to mobile apps and digital services

- Solution innovation
- Build with speed and agility

30+ liquid and digital studios
120+ prototype developed



Accenture innovation centers

Bring our solutions to scale and demonstrate their impact for clients. They build and scale solutions across technologies and industries.

- Use cases and assets
- Scale reuse with clients

100+ innovation centers
5 Supply Chain [specialized Innovation Centers](#)



Accenture delivery centers

Industrialize the delivery of our innovations through our unparalleled network of more 50 delivery centers around the world.

- Industrialization
- Industrialize sales and delivery

50+ delivery centers globally
10 onsite and online at delivery centers



Your supply base is global, complexity is increasing

DISRUPTION IS THE NEW NORMAL WE HAVE A GLOBAL FOOTPRINT TO SUPPORT YOU AT THE SOURCE OF SUPPLY

Global Scale



33
delivery centers

120
countries

40+
languages



Assets and Accelerators

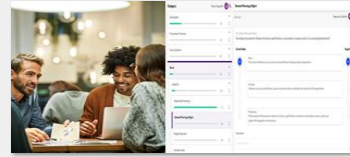
Non-Exhaustive



Voyager Workshops
Design thinking workshops
develop end-state vision



Capability Map
PoV on leading class
procurement capabilities



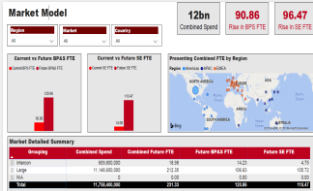
CLSM Mastery
Procurement Capability
Assessment



DocuSign Insight AI
Automated Contracts
analytics platform



Aurora AI
Indirect spend
analysis tool



Digital Op Model Simulator
Scenario Modeling Tool



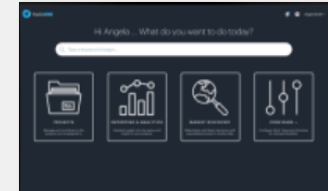
Spend Navigator
Direct spend
analysis tool



Market Intelligence Portal
Data mart to support
supplier negotiations



Cost Modeling
Should-Cost structure
creation tool



RadixOne ToolKit
Procurement multi-tenant
Collaborative Digital Platform



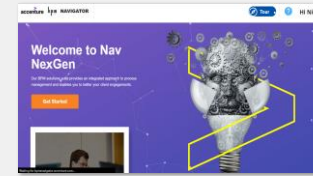
CLSM Readiness
Survey measuring
qualitative and
quantitative aspects of
procurement organization



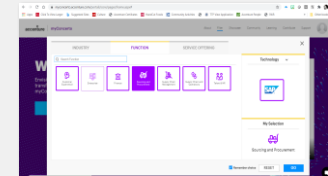
Intelligent Procurement Ecosystem - IPE
Dynamic evaluations of
solutions and strategic
relationship for fostering
business opportunities



SynOps
Set of digital tools
that cover the E2E P2P
processes with Analytics,
Market Intelligence,
process optimization,
and more



BPM Navigator
Integrated approach
to process management
and enables you to better
your client engagements



myConcierto
Accelerators for technology-
based transformation from
SAP/Ariba to Coupa

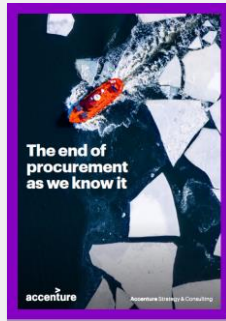


Thought leadership

Non-Exhaustive



Unleash breakthrough value from spend



The end of procurement as we know it



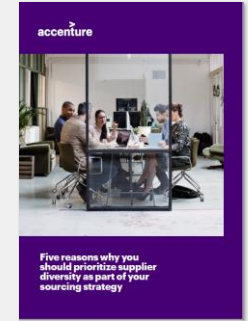
Advanced sourcing platforms



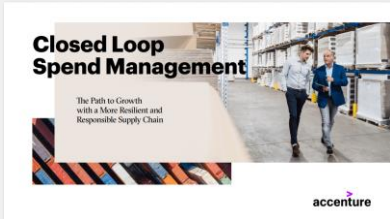
Direct vs. Indirect costs aren't created equal



Procurement Innovation: CPOs, Make Your Choice



Supplier Diversity



Closed Loop Spend Management



Procurement for expedited recovery and responsible growth



Sourcing outlook



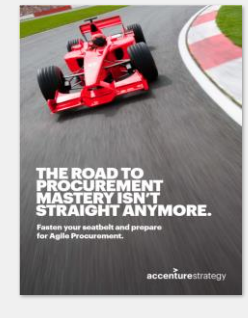
The big zero



Why procurement needs a seat at the M&A table



Intelligent procurement



The road to procurement mastery isn't straight anymore



Accenture-Ivalua Partnership

Accenture – Ivalua Partnership

ACCENTURE IVALUA PARTNERSHIP HAS DELIVERED MULTIPLE DIGITAL TRANSFORMATIONS GLOBALLY CUTTING ACROSS MULTIPLE INDUSTRIES

BY THE NUMBERS

100+

CERTIFIED RESOURCES



26%

EFFORTS SAVINGS WITH REUSABLE ASSETS



25+

PROJECTS

>\$500B

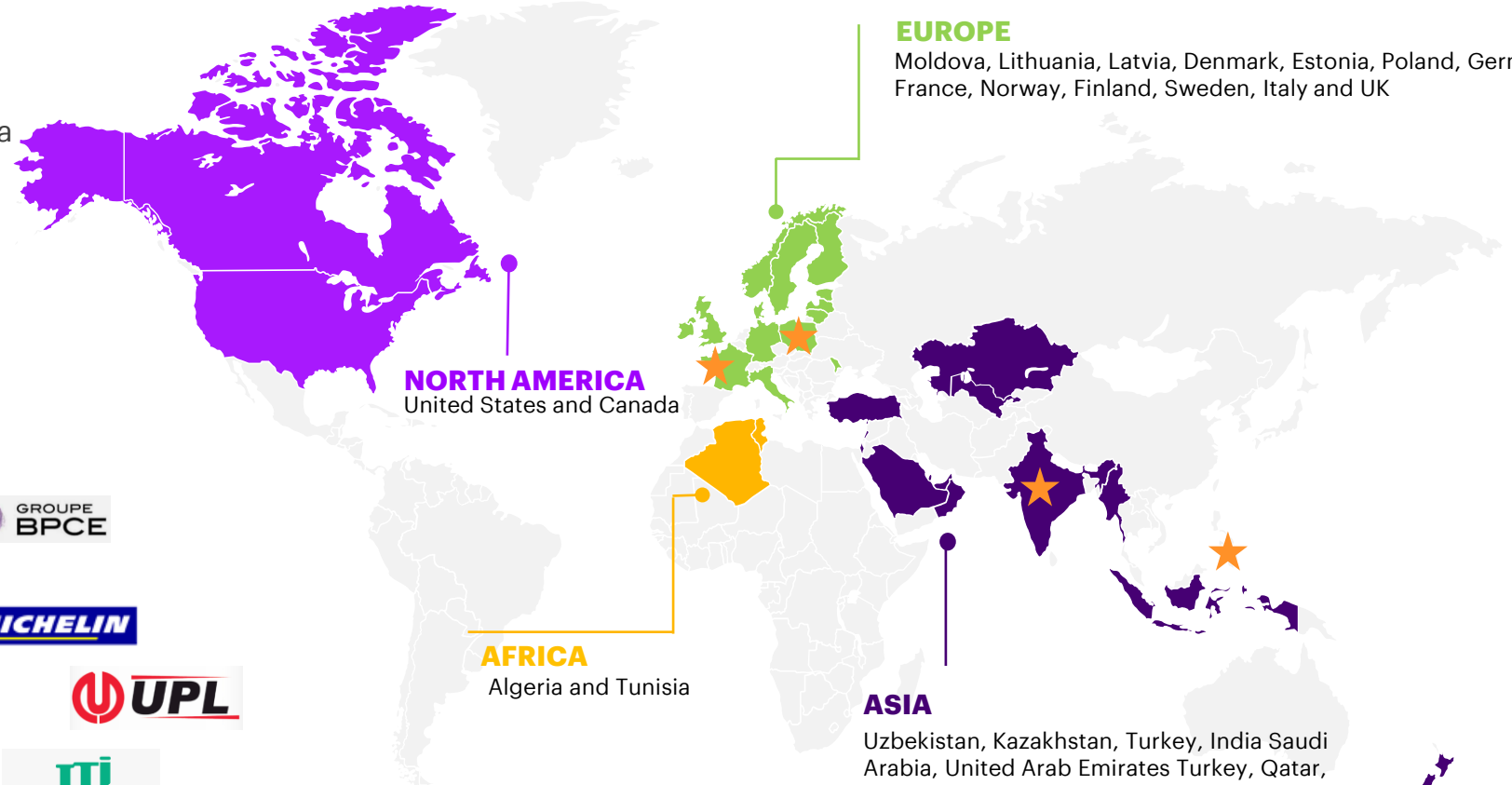
PLATFORM SPEND BY Ivalua DEPLOYMENT



- We are **Ivalua's #1 partner in APAC**
- **Active** role in next generation roadmap via the **innovation alliance** since 2011
- **10+** years of partnership between **Accenture** and Ivalua deploying 15+ implementations successfully across industries



Centers of Excellence in Spain, Poland, India and Philippines



EUROPE

Moldova, Lithuania, Latvia, Denmark, Estonia, Poland, Germany, France, Norway, Finland, Sweden, Italy and UK

NORTH AMERICA

United States and Canada

AFRICA

Algeria and Tunisia

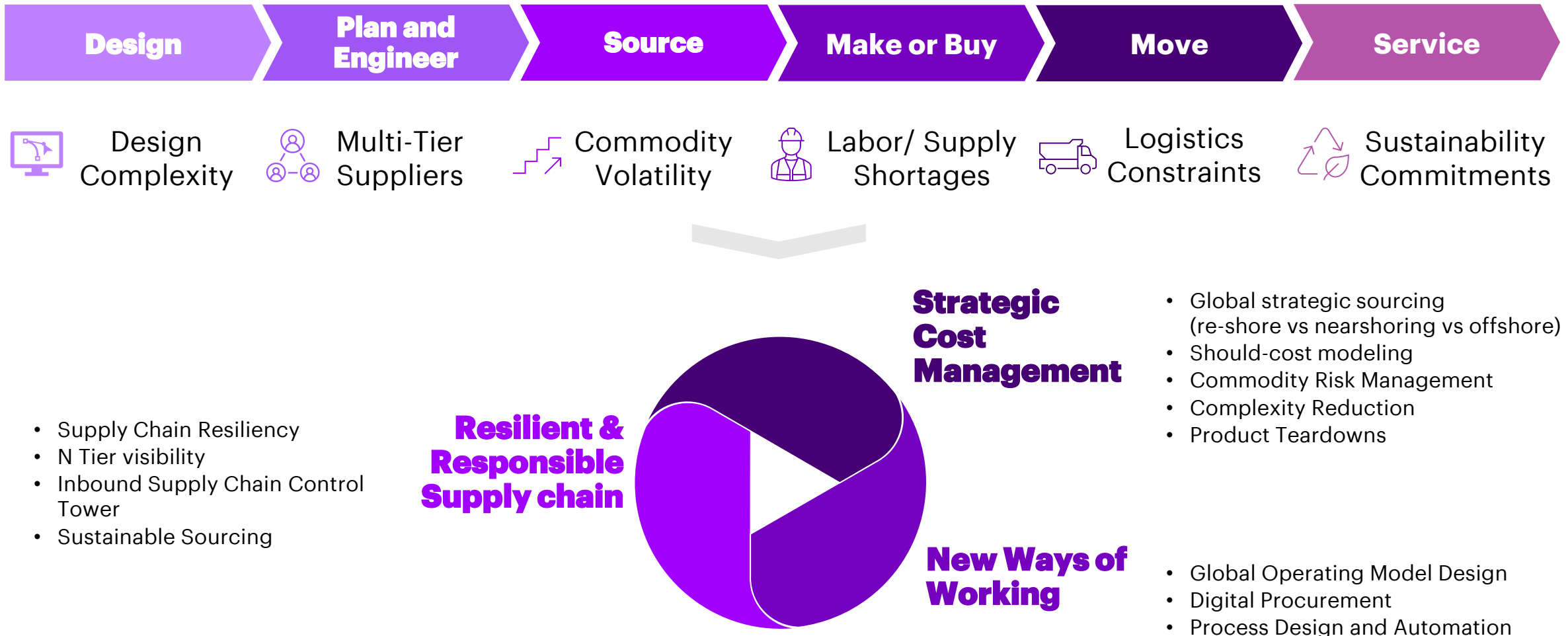
ASIA

Uzbekistan, Kazakhstan, Turkey, India Saudi Arabia, United Arab Emirates Turkey, Qatar, Kuwait, Palestine, Oman, Indonesia and Myanmar



Our Direct Material Offering

WE PLAN TO BUILD FUTURE READY SUPPLY CHAIN NETWORK FOCUSING ON THE DIRECT MATERIAL SPACE ESPECIALLY ADDRESSING ISSUES ACROSS INBOUND SUPPLY CHAIN



Accenture – Ivalua Collaboration

OUR KEY FOCUS THIS YEAR WOULD BE TO DEVELOP OUR DIRECT MATERIAL & ESG OFFERINGS WHILE CONTINUE TO EXCEL IN OUR EXISTING COLLABORATION MODELS WITH IVALUA

KEY FOCUS AREAS FOR 2023



Direct Material Offering

In partnership with Ivalua, Accenture is developing direct material specific assets and use cases aligned to key trends & industry specific challenges. Our joint team is working towards developing features & functionalities which can be leveraged and deployed across clients operating in DM space



Embedding ESG in our delivery

Accenture helps client to Integrate ESG information to make more informed supplier selection
Sourcing decision center automates & optimizes award scenario analysis based on ESG and other criteria
Discover new suppliers aligned with your ESG goals








Tech-enabled Transformation

Accenture helping client digitally transform in addressing building blocks across People – Process – Data and Systems. IVALUA platform can be potential digital platform of choice.

Selected Credentials across Industries

Global Ivalua SIM implementation for 80+ entities

THE TRANSFORMATION HAS LED TO IVALUA BEING USED AS THE SINGLE PLATFORM FOR ALL SUPPLIER RELATED PROCESS

 ROBUST COMPLIANCE AND GOVERNANCE	 ENABLED SUPPLIER RISK & PERFORMANCE MGMT.	 SEAMLESS INTEGRATION BETWEEN IVALUA AND SAP	 BUILT COMPLEX SUPPLIER CHANGE MGMT. PROCESS	 CUSTOM MODULES AS PER CLIENT NEEDS
<ul style="list-style-type: none"> Enabled duplicate checks to prevent duplicate supplier creation Built stringent compliance and business governance rules to ensure onboarding of compliant suppliers as per tobacco industry standards 	<ul style="list-style-type: none"> Enabled supplier risk management module and calculated risk by integrating with DnB, Ecovadis interface and fields in supplier record Enabled supplier performance and improvement plan to measure supplier performance and collaborate with low performing suppliers 	<ul style="list-style-type: none"> Interfaced key fields between SAP and Ivalua Ensured seamless integration between Ivalua and SAP so that any change done in Ivalua is reflected and passed to SAP 	<ul style="list-style-type: none"> Built complex supplier change process with more than 100 steps to ensure client's complex compliance process. Created three sub change processes: <ul style="list-style-type: none"> Maintenance – To update fields in supplier record Extension – To extend scope of suppliers Block/Unblock – To block, unblock suppliers 	<ul style="list-style-type: none"> Built custom module to allow non procurement users from client to submit supplier registration and change requests without classifying as power users Built custom module to allow suppliers to interact with client to raise any queries related to platform
APPLICABLE INDUSTRIES				
Tobacco, FMCG, Agri business	Across all industry groups	Across all industry groups	Automotive, Pharma, Oil & Gas, Chemicals, FMCG	Across all industry groups



Re-imagining Core Business Operations

SUPPORTED CLIENT IN DIGITIZING THE DIRECT PROCUREMENT OPERATION FOR CORE BUSINESS CATEGORIES



SETTING UP CONTRACT MANAGEMENT FOR CORE

- Set up the overall contract management process for core business categories with focus on effective contract hierarchy management, update scenarios and termination mechanisms
- The overall set up was aligned to the data governance structure and specific measures like duplication management, category – service mapping were done to ensure adherence to the data quality standards



SUPPLIER ONBOARDING PROCESS ALIGNED TO DATA GOVERNANCE

- Enhanced the supplier onboarding process with specific focus on incorporating the Business, compliance and data governance requirements.
 - Duplication management
 - Demand creation and approval mechanism
 - ID Management (Tax Government etc.) for specific countries



CUSTOM MODULE TO MANAGE SUPPLIER NETWORKS FOR

- Developed a new custom-built module for the management of supplier networks for specific services
- Ivalua was used as the base solution to store all information related to network right from association with contracts to the performance attributes
- Specific interventions was done to automate the overall maintenance like date validations, status management of individual partners



DEVELOPED CUSTOM MODULE TO CAPTURE PRICING DATA

- Developed new module to manage the pricing condition data for critical service categories
- Ivalua was the entry point for these data point which would be then exposed to other platforms related to booking or pricing engine
- Automation was done to enhance the customer experience like automatic management of condition status based on date validity, maintaining valid condition combinations etc.

APPLICABLE INDUSTRIES

Across all industry groups

Across all industry groups

Automotive, FMCG, Retail, Oil and Gas

Automotive, Pharma, Chemicals, FMCG, Oil & Gas, Agri business

Build World Class Procurement Function

SUPPORTED CLIENT IN SELECTING & IMPLEMENTING IVALUA SOURCE TO CONTRACT ACROSS 9 OPCOS



INTEGRATED S2P PLATFORM

- Established a unified Integrated S2P Digital Platform enabling procurement processes across 9 different operating entities
- Established a common supplier master data across operating entities
- Standardized processes to drive efficiency & process quality



SPEND VISIBILITY & DATA GOVERNANCE

- Optimal spend classification through business-driven rules enabling visibility with >95% accuracy driving data-driven decision making
- Centralized analytics platform for the 360 Degree visibility



COMPLEX BID MANAGEMENT PROCESS

- Built a customized bid opening process for the client with adherence to the audit guidelines
- Process which earlier involved physical presence for bid opening was replaced with a fully digital process
- This was effective during the Covid Lockdown where physical presence was not possible



CUSTOMISED RISK ASSESSMENT FRAMEWORK

- Developed a new risk management framework aligned to the client's business requirements
- Key parameters aligned to the geo-political situation, financial and supplier capabilities were included
- Client moved from a fully manual excel driven process to fully automated Ivalua sol.



CUSTOM MODULES - ASP & VALUE TRACKING

- New module built for tracking & monitoring the savings obtained from Sourcing events including automated calculations, approvals & analytics
- Custom module to Manage Annual Sourcing Plan including automated alignment with the annual operating plans

APPLICABLE INDUSTRIES

Across all industry groups

Across all industry groups

Across all industry groups
especially Public Sector
Companies

Across all industry groups

Across all industry groups



Re-imagined Direct Materials Management

Leading Chemical Company based out of APAC

THE PARTNERSHIP HAS LED TO DEVELOPMENT OF USE CASES WHICH CAN SUBSTANTIALLY TRANSFORM THE WAY DIRECT MATERIALS ARE MANAGED TODAY



COMPREHENSIVE NEW SOURCE DEVELOPMENT

- Track & Trace through Category specific workflows
- Automated source list generation



3 CLICK RFX FOR COMMODITY BUYING

- Leverages stringent supplier approval process
- Simplified & Quick RFX process



COMPLEX SCENARIO BUILDING

- Decision Making on the go
- Quick scenario building for Buyers



COST STRUCTURE BASED RFX

- Run RFXs on constituent cost elements
- Automated TCO and Scenario Building



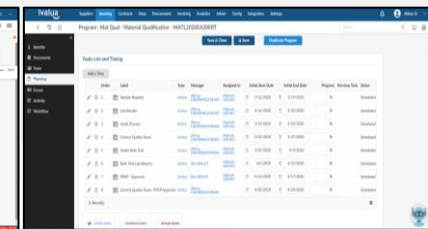
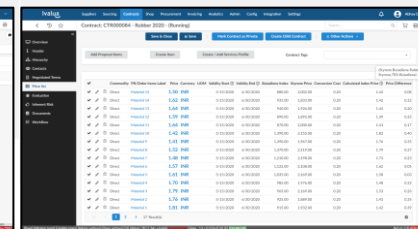
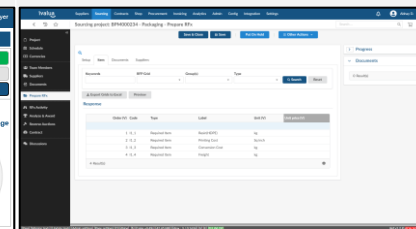
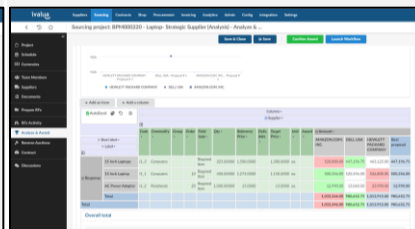
FORMULA BASED CONTRACTS

- Formula Based Contracts with real time price updates
- Automated Price Updates based on pre-defined cycles



NEW PRODUCT DEVELOPMENT

- BOM based tracking
- Reduced time to market



APPLICABLE INDUSTRIES

Automotive, Pharma, Chemicals, FMCG

Pharma, Oil & Gas, Chemicals, FMCG, Agri business, Plastics, Polymers

Automotive, Pharma, Oil & Gas, Chemicals, FMCG, Plastics, Polymers

FMCG, Pharma, Plastics, Polymers, Chemicals






Automotive, Pharma, Oil & Gas, Chemicals, FMCG

Automotive, Electronics, Pharma, Chemicals, Semi-conductors, FMCG



Digitizing Procurement Value Realization

TRANSFORMING THE WAY SOURCING PROJECTS ARE MANAGED TODAY TO HELP REALIZE THE TARGETED BENEFITS

 DIGITALIZING VALUE TRACKING AND ACTIONS	 ANALYTICS REPORTING	 IMPROVED PROCUREMENT INITIATIVES	 AUTOMATION	 STRATEGIC PLAN FUNCTIONALITY
<ul style="list-style-type: none"> • High quality saving ideas realized through improved cooperation • All sourcing projects creation, budgeting and savings tracking aligned across all categories • Increased transparency and efficiency in generating and reporting procurement savings 	<ul style="list-style-type: none"> • Right visibility to the data along multiple dimensions • Analytics reports in line with financial reporting requirements • Easier access to information and better data quality 	<ul style="list-style-type: none"> • Reporting and strategic management of procurement initiatives 	<ul style="list-style-type: none"> • Automated templates for import/export of project and savings initiatives • Savings initiatives to drive automation and facilitate user adoption 	<ul style="list-style-type: none"> • Best option of aggregation/disaggregation of savings data • System helps to identify potential risks and delays in projects due to task assignments and saves users from unnecessary project delays and cost overruns
APPLICABLE INDUSTRIES				
Automotive, Pharma, Chemicals, FMCG, Agri business	Automotive, Pharma, FMCG	Automotive, Pharma, Oil & Gas, Plastics, Polymers, Chemicals	Automotive, Pharma, Oil & Gas, Chemicals, FMCG	Automotive, Electronics, Pharma, Chemicals, Semi-conductors, FMCG



Our Closed Loop Spend Management Offering

We have 4 Supply Chain transformation offerings:

To manage
uncertainty...

Resilient Supply Chain



To enable
enterprise growth...

Customer Centric Supply Chain



To maximize
profitability...

Closed-Loop Spend Management



To operate
responsibly...

Sustainable Value Chains



Procurement 360°: Evolving the way of looking at the value of Procurement and how CLSM unlocks greater value for the clients

Financial

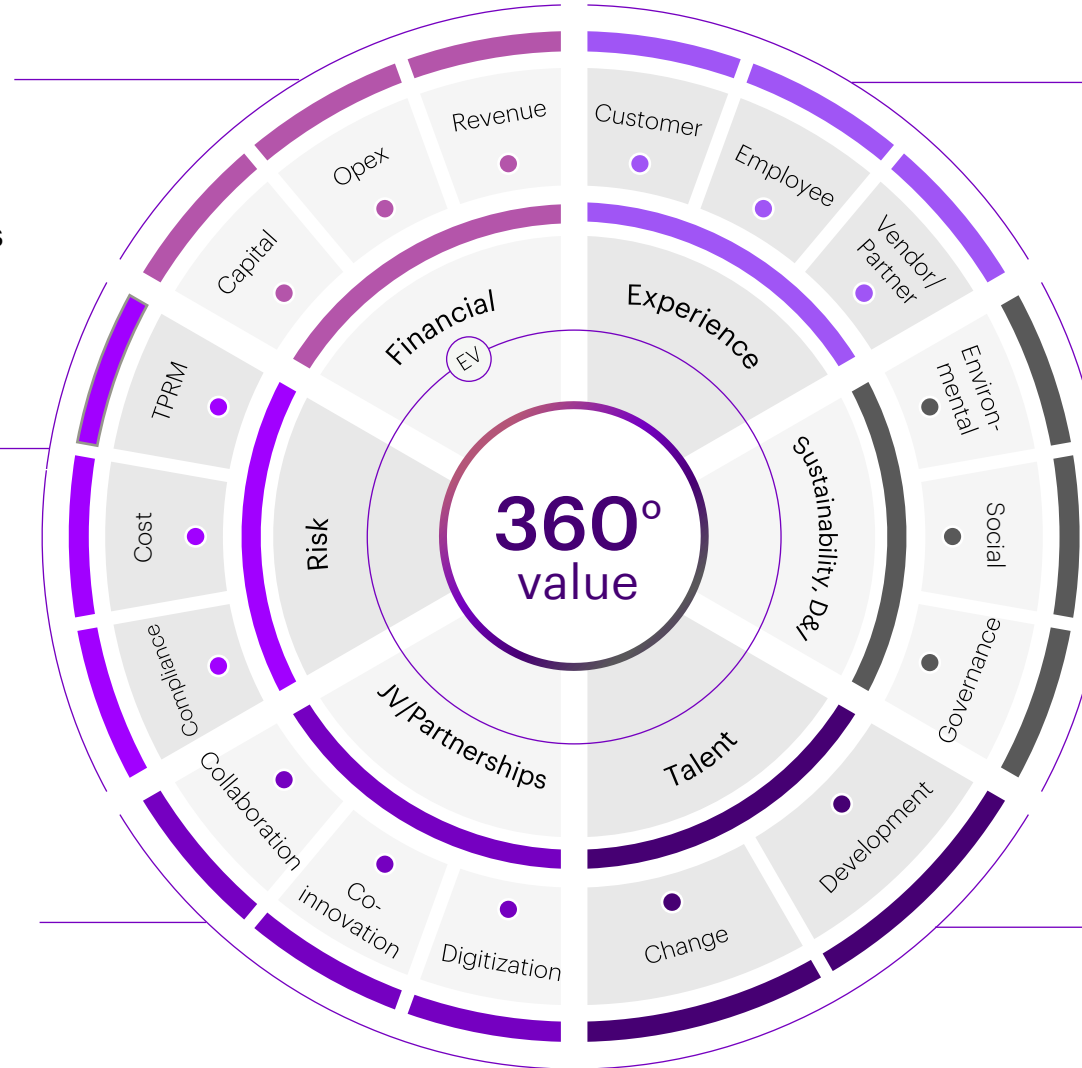
Deliver sustainable savings across pricing, consumption and inventory whilst identifying new opportunities to invest these savings across the business

Risk

Create sustainable operation and supplier ecosystems that earn stakeholders trust and provide licence to operate, grow and innovate

JV/Partnerships

Build collaborative relationships with suppliers to co-create and co-innovate to achieve the desired strategic business outcomes.



Experience

Provide engaging and seamless experience for all internal and external stakeholders that drive sustained adoption

Sustainability, Diversity & Inclusion

Embed sustainability into all Procurement activities, designing for circularity and supporting net-zero operations. Accelerate responsible sourcing practice considering diversity, ethics and labour practices in buying decisions

Talent

Give your people the tools, skills and confidence they need to excel in their jobs today and prepare their place in the workforce of the future



What is Closed Loop Spend Management?

Closed Loop Spend Management (CLSM) drives **end-to-end transformation** across indirect and direct cost categories to **achieve and sustain breakthrough value**, while enabling talent with **new ways of working** through the power of **digital, data** and **AI** – enabling a more **resilient, agile** and **responsible** supply chain.

We do this by helping our clients with

- 01 Spend transformation**
- 02 New ways of working**
- 03 Responsible and resilient procurement**

With Closed Loop, we focus on end-to-end spend transformation, with Finance and Procurement closing the loop with planning and budgeting

Key Pillars of CLSM



Spend Transformation

CLSM drives end-to-end transformation across indirect and direct categories to achieve and sustain breakthrough value

New Ways of Working

Enables talent with new ways of working through the power of digital, data and AI

Responsible and Resilient Procurement

Enables trust, transparency, and resiliency in the value chain while driving positive environmental and social impacts

Value Proposition



- Starting from a clean sheet, rebuilding a company's cost base by looking for opportunities to reduce costs to fuel growth opportunities across indirect and direct spend
- Intelligent and flexible operating model leveraging analytics, automation, and ecosystem technology partners. Talent and organization to support 360 Value
- Ethical, Responsible Procurement that contributes to meeting or exceeding Environmental, Diversity and Inclusion goals



Closed Loop Spend Management

TAPS INTO PROCUREMENT TO GENERATE NEW VALUE

< 28%

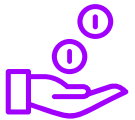
Unlocks up to 28% reduction in 3rd party spend and generate value for the entire organization with a zero-based mindset

11x ROI

Generates up to 11x ROI in breakthrough value

4x - 10x

Responsibly generates 4x to 10x more value than other players in the industry



Reduce costs



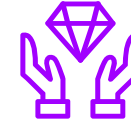
Drive compliance



Improve E2E Visibility



Optimize Processes



Add Value to the Business



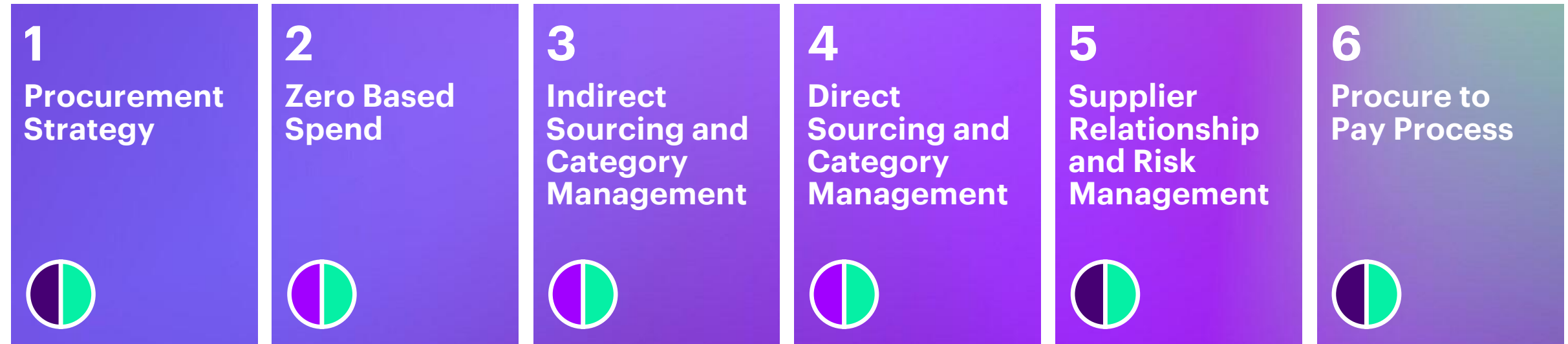
Support ESG goals and improve trust



Closed Loop Spend Management

WE HELP OUR CLIENTS TO CREATE A DYNAMIC PROCUREMENT CAPABILITY, ALLOWING THEM TO CREATE A ROBUST AND DYNAMIC PROCUREMENT FUNCTION THAT UNLOCKS VALUE FOR THE ORGANIZATION TO FUEL TRANSFORMATION AND GROWTH

How we do it – our core offerings



Spend Transformation



New Ways of Working

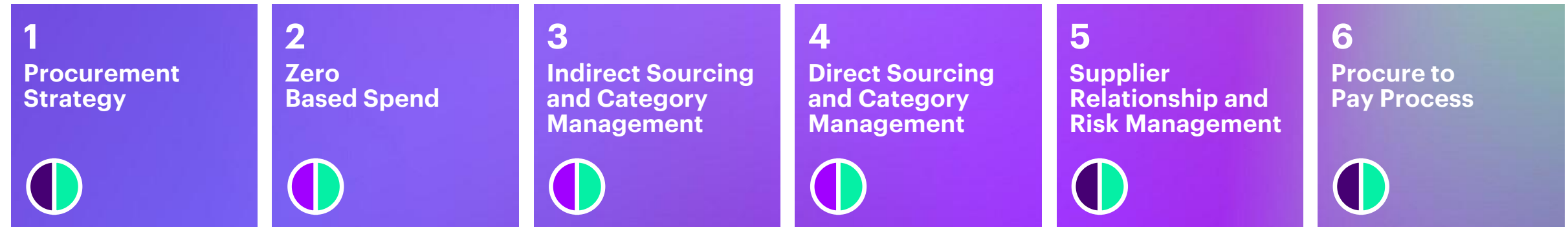


Responsible and Resilient Procurement

How Accenture can help

WE HELP OUR CLIENTS TO CREATE A DYNAMIC PROCUREMENT CAPABILITY, ALLOWING THEM TO CREATE A ROBUST AND DYNAMIC PROCUREMENT FUNCTION THAT UNLOCKS VALUE FOR THE ORGANIZATION TO FUEL TRANSFORMATION AND GROWTH

Closed Loop Spend Management – How we do it



Sub-offerings

- | | | | | | |
|--|--|--|---|---|---|
| <ul style="list-style-type: none">• Procurement Strategy and Operating Model• Mergers and Aquisitions | <ul style="list-style-type: none">• Visibility/Value Targeting• Full Zero-based spend approach with budgeting | <ul style="list-style-type: none">• Strategic Sourcing• Contract Analytics and Compliance• Materials Management• Responsible Sourcing | <ul style="list-style-type: none">• Visibility• Should Cost Modeling• Market Intelligence• Strategic Sourcing• Product Complexity Management• Commodity Risk Management• Responsible sourcing | <ul style="list-style-type: none">• Third Party Risk Management• Supplier Performance Management• Sustainable/Diverse Supplier Programs | <ul style="list-style-type: none">• Technical Strategy and Selection• Solution Implementation• Process Design• P2P Process |
|--|--|--|---|---|---|



Spend Transformation



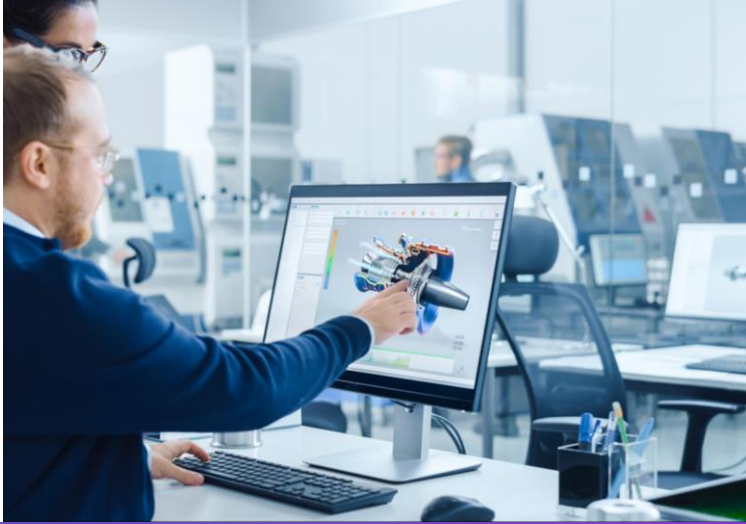
New Ways of Working



Responsible and Resilient Procurement

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Accenture can help you throughout the entire transformation journey



Blueprint

Transform

Operate

Co-development with client

Establishment of Value
Realization Office to drive
savings through cross-functional
controls and monitoring

Technology enablement for
spend management, sourcing
and category management,
analytics, etc.

Intelligent automation
to create faster and
better ways of working

Utilization of data,
analytics and insights





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