



Giesecke+Devrient

# GLOBAL PROCUREMENT PROCESS, COMPLIANCE, AND TECHNOLOGY HARMONIZATION



Giesecke+Devrient

Founded in 1852 by Hermann Giesecke and Alphonse Devrient, Giesecke+Devrient (G+D) has expanded operations to include banknote processing, smart cards, identification systems, e-payments and IT security. With representation in 33 countries, the firm is the world's second-largest supplier of banknotes.

**Headquarters:** Munich, Germany

**Industry:** Payment Security / Banknote Services

**Employees:** 11 800

**Revenue:** 2.38B EUR

“With Ivalua's solutions, we harmonized our processes for Supplier Qualification, Performance Evaluation and more, whilst creating a transparent and helpful platform for our worldwide purchasing community.”



**Valentin Bastian**  
Manager Processes  
Tools and Methods G+D

“Since going live with Ivalua's source-to-contract solution, we now have one central tool to provide transparency and enable collaboration across our supply base. This “one source of truth” gives our team better data to make essential procurement decisions confidently.”



**Christoph Maier**  
Digital Procurement Manager  
G+D



## MANAGEMENT PROCESSES

G+D operations cover four major fields distributed across three business entities:

**Payment:** Securing physical and digital payment transactions

**Connectivity:** Trusted connectivity for mobile devices in the Internet of Things

**Identities:** Safeguarding identities and authentication of people and objects

**Digital Infrastructure:** Protection systems, networks, and confidential data



## THE GOALS

As a worldwide leader in security technology, G+D's procurement team is a precious resource to the organization. Through continual development and improvement efforts, the team has implemented highly sophisticated and successful internal processes.

However, procurement excellence requires a broader view of business strategy, especially for an entity operating with stakeholders and processes divided among three central business units.

In response, the company created a holistic “Supplier Management Portal” vision to meet the requirements of the departments that needed one powerful yet flexible system to support their evolving needs. The solution also needed to meet rigorous internal and external compliance and security standards and policies imposed by the G+D's business activities.



## THE CHALLENGES

- ✓ Centralize disparate supplier documents databases
- ✓ Harmonize & optimize processes
- ✓ Enroll global sourcing activities
- ✓ Improve cross-department collaboration
- ✓ Modernize and future-proof procurement's technology ecosystem

## ➤ BENEFITS AFTER IMPLEMENTATION

- ✓ The qualification process for three entities
- ✓ One collaboration platform for Purchasing and Stakeholders
- ✓ "One source of truth"
- ✓ One central platform for internal & external contacts, supplier documents, contracts
- ✓ End-2-end transparency through digitalization and centralization
- ✓ The integrated and user-friendly supplier evaluation module
- ✓ Standardized and streamlined supplier onboarding and management

## THE OPTIBUY / IVALUA SOLUTION:

*Transforming costs into value*

The long-term partnership between OptiBuy and Ivalua enables any organization to engage in digital transformation with confidence successfully. Whether the reorganization is complex or straightforward, OptiBuy is an exceptional systems integrator for procurement solutions, backed by a large team of Ivalua-certified experts and extensive procurement experience. Their ability to translate business needs into a state-of-the-art Ivalua implementation has led to numerous successful projects for global leaders in Europe (i.e., the DACH region), the Americas, and the Middle East.

## THE PROJECT EXECUTION

### The approach

- Implement a single, centralized Source-to-Contract solution for the enterprise:
- Supplier Management:
- Sourcing
- Contract Management

### Plan

- Digitalize and optimize G+D's S2C & supplier management processes
- Leverage Ivalua's flexibility to satisfy existing unique requirements
- Ensure the «business» was involved and conditions were understood

### Key success factors

- Experienced Ivalua and Optibuy implementation teams
- Engagement and support from all key stakeholders
- Extensive involvement and support from the management team, including the Board
- Exceptional internal collaboration and communication

## ➤ THE RESULTS

- ✓ A single, centralized platform built to support: Supplier Management with Supplier Evaluation, Sourcing, Contract Management, and Auctions
- ✓ Seamless integrations with customers and subsidiaries across the globe
- ✓ Unified and transparent workflow approval
- ✓ Flexibility to adjust processes for unique or evolving requirements, ensuring long-term value

## + BEST PRACTICE & GUIDELINE FROM G+D

- ✓ Involve business stakeholder to create a helpful and user friendly solution
- ✓ Learn about the S2C platform capabilities to optimize processes to maximize outcomes
- ✓ Keep it simple