

# DIGITAL PROCUREMENT TRANSFORMATION

WHY 70% OF PROCUREMENT  
SOFTWARE REMAINS UNDERUTILIZED



# BENEFITS OF DIGITALIZATION

## Elevating Competitiveness through Digital Procurement



### Accelerated Work

Faster and more effective operations.



### Enhanced Knowledge Access

Easier retrieval of necessary information.



### Strategic Focus for Professionals

Procurement experts can focus on global procurement, strategy, decision-making, and supplier collaboration.



### Liberation from Routine Tasks

No longer tied to the daily grind of mundane activities, allowing for increased flexibility.



### Sustainability

Procurement's role in risk management of level-1 and level-2 suppliers.



### Risk Management

Sustainability efforts can significantly reduce Scope-3 emissions by imposing requirements on suppliers.

As procurement **broadens**, the need for increased **digital support** becomes essential. Deepening occurs through **AI and machine learning** applications in the procurement process.

# DIGITIZING PROCUREMENT PHASES

Current state of digitalization in each phase

## PLAN-TO-STRATEGY

Formulating the procurement strategy.



Currently **10-20%** digitalized. Crucial to digitalize and establish clear criteria to optimize spend analysis, procurement, risk and sustainability

## SOURCE-TO-CONTRACT

Inquiries, setting up tenders, and contracts.



On average, **30%** digitalization has been achieved. Further steps required in this phase.

## PROCURE-TO-PAY

Purchase requests, orders, invoicing, and payments.



**70%** of organizations are advanced in digitalizing this phase.

# PROCUREMENT TRANSFORMATION

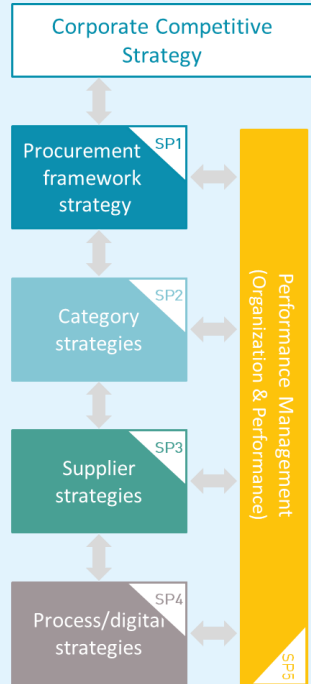
Our partnership supports your tailored transformation

## Holistic Approach

Beyond technology, our partnership with Ivalua aligns procurement practices with overarching business strategies.

## Tailored Procurement Evolution

Assessing each organization's procurement maturity and tailoring a strategic, modular transformation to unlock procurement potential.



**SOURCING**  
CHAMPIONS



**ivalua**



**Elevate Procurement**  
Integrate operations seamlessly for efficiency and transparency.



**Navigate Digital Transformation**  
Customized solutions aligned with specific business objectives.



**Optimize Procurement Strategy**  
Leverage deep-rooted procurement expertise for results-driven strategies.

# IMPLEMENTATION PITFALLS

## Reasons for procurement software underutilization

1

### IMPLEMENTATION OVERSIGHT

Software functionality is not at fault; rather, inadequate attention to implementation is the issue. Lack of a shared vision leads to procurement professionals not understanding the purpose of the tools.

2

### TRAINING & COACHING NEGLECT

Insufficient priority given to training and coaching for users. Lack of ambition often results in a lack of discipline to use tools effectively.

3

### VISION CLARITY GAP

Lack of a clear vision regarding the purpose of using the software.

4

### INTEGRATION CHALLENGES

Procurement professionals struggle to integrate digital tools into the overall procurement process.

5

### GOVERNANCE DEFICIENCY

Management lacks governance for effective software usage. Employees may lack governance, leading to insufficient experimentation with software.

6

### SUPPORT INSUFFICIENCY

Inadequate support leads to the software application not thriving.

7

### FOCUS ON CAPABILITY

Emphasis should be on building capabilities: well-trained employees equipped with the right skills. Underinvestment in staff skills can hinder effective software utilization.

# IMPLEMENTATION STRATEGIES

Ensuring software implementation is a success



# BEGIN YOUR DIGITAL PROCUREMENT TRANSFORMATION TODAY!

Contact Sourcing Champions to begin your path to achieving procurement excellence. Our team is prepared to lead you through a tailored procurement digital transformation journey and help you unlock your procurement potential.



[www.sourcingchampions.com](http://www.sourcingchampions.com)



[info@sourcingchampions.com](mailto:info@sourcingchampions.com)

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