



Get ready for the Future of Procurement



Source to Pay Experts



Key figures

Full Digitalization of Purchase and Finance Processes

Source to Pay Deep Expertise

20

Years of Experience

145

Experts

360

Clients

520

Projects

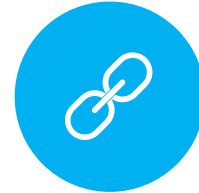
SUPPLIER
DATA CLEANSING



SOURCE TO
CONTRACT



PROCURE
TO PAY



TRAVEL &
EXPENSE



ivalua

PARTNER
AWARDS

Reseller of the Year
2019 & 2020

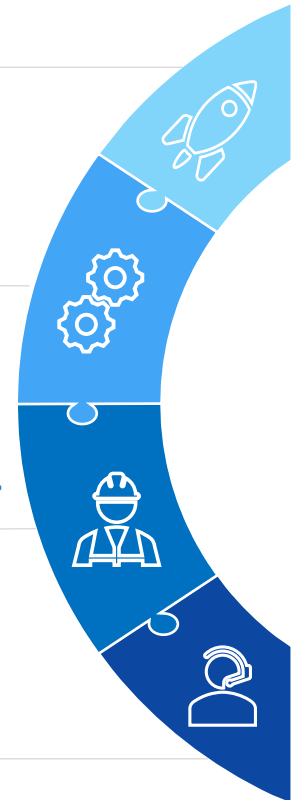


● ADVISORY

● INTEGRATION

● PROJECT
MANAGEMENT

● SUPPORT &
MAINTENANCE

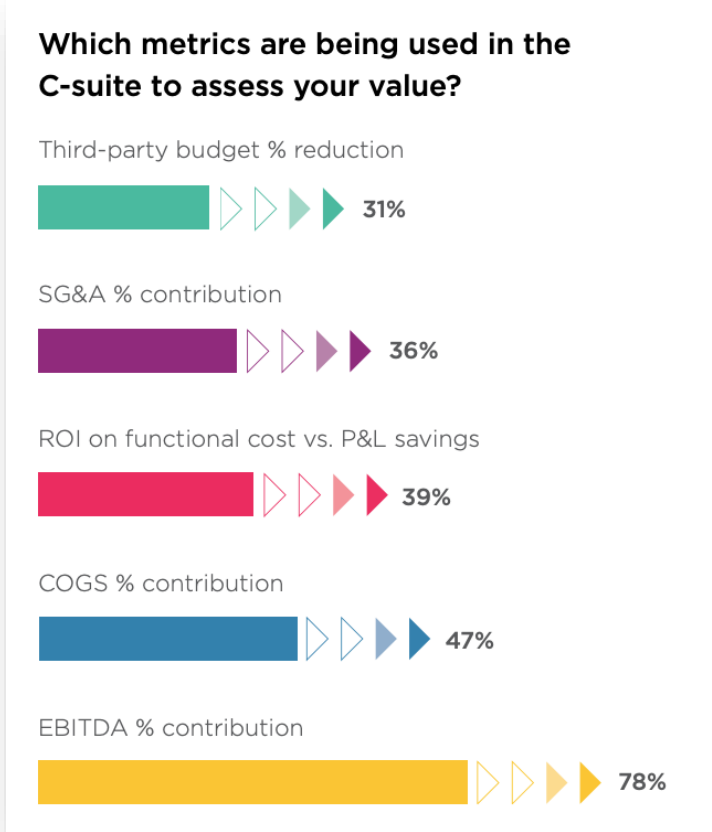


CPO new priorities

Procurement has a unique opportunity to help businesses build resilience in a volatile and uncertain world through its connection to the business, supply chain, and broader market.

TOP 5 Priorities

- 1 Cost management, accelerated by COVID
- 2 Shift from defense to offense (the new “normal”)
- 3 Create value beyond savings
- 4 Drive operational efficiencies
- 5 Leverage data & analytics to anticipate



Stakes are raised, and complexity grows

- Action planning effort needs to be dedicated to **cash flow management**
- **Agility** is the key, as the situation is volatile (and different between industries)
- **Cost reduction** is back on top of the list of priorities for the next 12 months
- **Talent strategy** has never been more important for procurement
- Focus on “fighting fires” has highlighted **process inefficiencies and data criticality**
- Most strategies are now **tactical**: alternative sources, inventory levels, prevent SC disruption..
- Most supply chain failures are due to no risk mitigation strategy for **Tier 2 and 3 suppliers**
- **Technology** brings a competitive advantage in a volatile situation

How to add value to the business?

Maximize the benefits of technology

Systems need to be supported by people and process to bring full efficiency

Invest in your talents

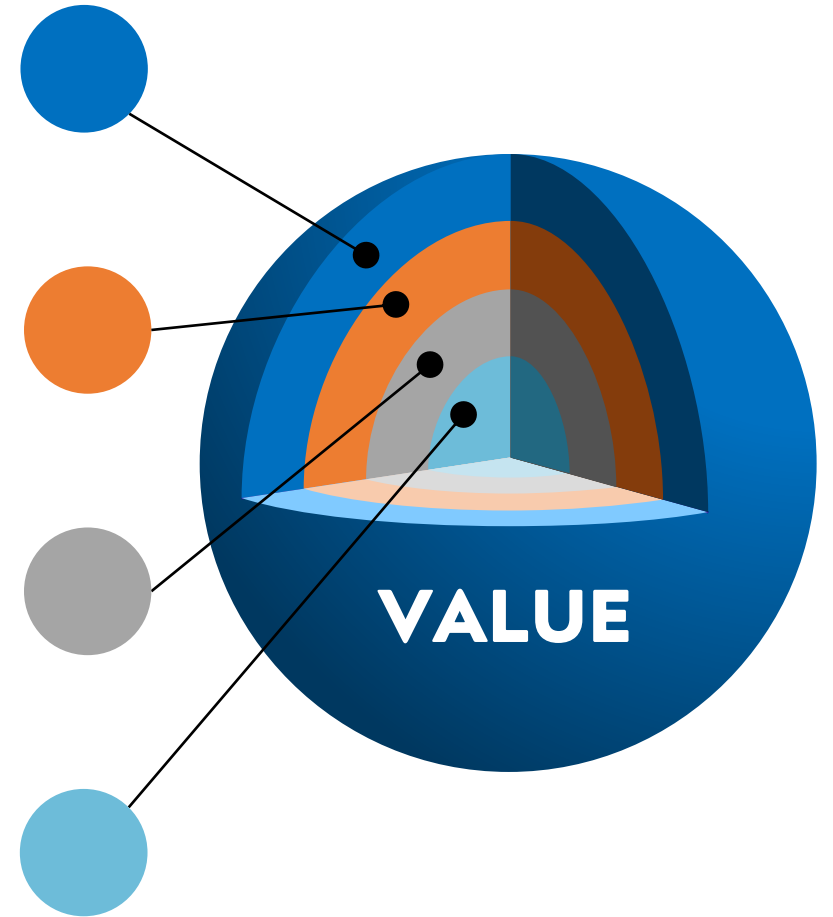
Consider long term capabilities and develop the strategic skills of the procurement team

Change the nature and goals of supplier relationships

Review supplier collaboration methods, and be open to collaborative innovation

Improve visibility on supply chain risk

Through the deployment of an advanced TPRM process and leverage of 3rd party data + technology



Key takeaways

- Developing smarter ways to illuminate and act on risk intelligence regarding suppliers (at all tier levels)
- Rethinking sourcing strategies based on risk and building more robust mitigation plans
- Increasing risk-sharing and/or performance-based contracting
- Enhancing value delivery from strategic partners through collaboration and supplier development programs
- Building a flexible and connected digital infrastructure supported by clean and accurate data
- Establishing scenario modelling capabilities to enhance planning and resiliency

**Technology is the
new procurement
strategy**

4 good reasons to choose Fluxym



A partner who knows your business & your challenges

Source-to-pay Experts
for 20 years



International continuity of service

Local teams on
3 continents



An expert at each stage of your project

Advisory - Integration
Support & CMS



The guarantee of an optimal implementation

Reseller &
Integrator Ivalua

Acknowledged expertise on Ivalua



TOP 3 Ivalua Reseller and Implementation Partner



55 certified consultants globally



**Ivalua Center of Excellence
(KC, Pre-built configuration and interfaces...)**



**Complete set of skills: PM, BA, SME, Architects,
Integration experts**



The majority of its deals are implemented with one of its many partners. **Fluxym** is one of the **top-three integration partners** »

Gartner

100+ successful Ivalua projects since 2016





Fluxym

Source-to-Pay Experts



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