

# Accenture Transformation capabilities enabled with Ivalua

February 2022



# About Accenture



# Who is Accenture ?

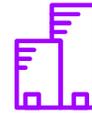
## ACCENTURE IS THE #1 CONSULTING FIRM IN SOURCING & PROCUREMENT



**\$43.22 Billion**  
in Annual Revenues



**509,000+**  
Employees



**40+**  
Industries Served



**150+**  
Powerful alliance network  
of market leaders  
and innovators



**50+**  
Delivery Centers across five continents, offering services in 39 languages



**200+ Cities**  
Locations across 51+ countries  
serving clients in more than 120+ countries



**6,000+ Clients**  
**95** of our top 100 clients have been clients for at past 10 years  
**91** of the Global Fortune 100 are our clients  
**75%+** of the Global Fortune 500 are our clients

### E2E Sourcing & Procurement Capabilities



- World's largest source-to-settle solution provider with over 16,500 S&P professionals able to shape, implement, and operate on a global scale
- \$314B annual client spend under management
- Global scope and scale across 33+ delivery centers
- Deep digital & technology expertise - invested over \$1B in procurement acquisitions and technologies over past decade
- 1<sup>st</sup> in Source-To-Pay (S2P) service provider as rated by HFS research (2019)

**4 BUSINESS UNITS**

**Accenture STRATEGY & CONSULTING**

**Accenture INTERACTIVE**

**Accenture TECHNOLOGY**

**Accenture OPERATIONS**

**5 OPERATING GROUPS**

Financial Services

Health and Public Sector

Communication, Media & Technology

Products

Resources



# Who is Accenture ?

## ...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.



## SOURCING AND PROCUREMENT

### 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 MANAGE PROCUREMENT FUNCTIONS 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.



# Our Experience

## WE HAVE EXPERIENCE DELIVERING OVER 100+ GLOBAL DIGITAL S2P TRANSFORMATION PROJECTS

- **100+ Transformation Projects** across several industries
- **350,000+ Users** enabled globally
- **80+ Countries** deployed to our clients worldwide
- **12+ Industries** delivered
- **70+ ERP's** Integrated incl. SAP (incl. S/4 HANA), Oracle (Fusion/EBS), Workday.



# Global Recognition

WE ARE VALUED BY CLIENTS AND ANALYSTS ALIKE GLOBALLY



Accenture named **Star Performer** and **Leader** in Everest **PO PEAK Matrix Assessment 2020**



Accenture identified as the **#1 Source to Pay (STP)** Service provider of the 2020 HfS Top 10 Report for

“Design, strategy, and execution at scale across the comprehensive source-to-pay process with great breadth, depth and vision for the future of procurement.”



Accenture is positioned as a leader in capabilities and strategies in the inaugural **IDC MarketScape:**

“Worldwide Procurement as a Service 2019 Vendor Assessment”



“Accenture is one of very few services providers able to offer full source-to-pay BPO services, covering a wide range of indirect, and some direct categories, to organizations with operations in multiple geographies”

© NelsonHall. Key Vendor Assessment of Accenture. Jan 2017.



# Value delivered

## TYPICAL BENEFITS DERIVED FROM PROCUREMENT TRANSFORMATION INITIATIVES

### < 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



# Our Key Assets and Accelerators

Non-Exhaustive

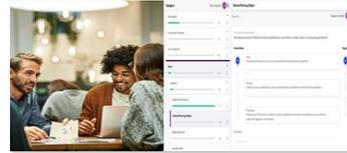
WE LEVERAGE OUR ASSETS AND ACCELERATORS WHICH HAS BEEN CURATED AND BUILT FROM OUR EXPERIENCE OF DELIVERING MULTIPLE TRANSFORMATION PROGRAMS GLOBALLY



Voyager Workshops  
Design thinking workshops  
develop end-state vision



Capability Map  
PoV on leading class  
procurement capabilities



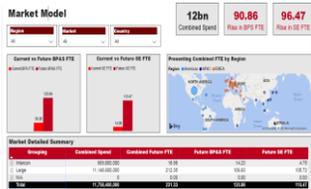
CLSM Mastery  
Procurement Capability  
Assessment



DocuSign Insight AI  
Automated Contracts  
analytics platform



Aurora AI  
Indirect spend  
analysis tool



Digital Op Model Simulator  
Scenario Modeling Tool



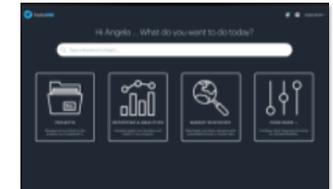
Spend Navigator  
Direct spend  
analysis tool



Market Intelligence Portal  
Data mart to support  
supplier negotiations



Cost Modeling  
Should-Cost structure  
creation tool



RadixOne ToolKit  
Procurement multi-tenant  
Collaborative Digital Platform



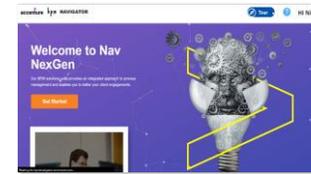
CLSM Readiness  
Survey measuring  
qualitative and  
quantitative aspects of  
procurement organization



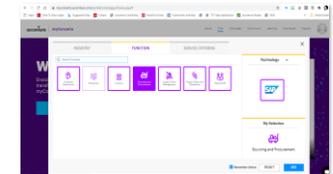
Intelligent Procurement  
Ecosystem - IPE  
Dynamic evaluations of  
solutions and strategic  
relationship for fostering  
business opportunities



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

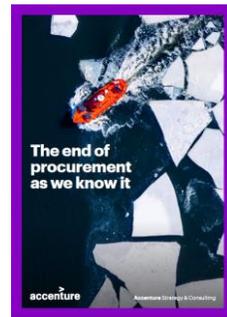
# Our Thought Capital

Non-Exhaustive

OUR AIM IS TO BE AT THE FOREFRONT OF THE LATEST TRENDS, INSIGHTS AND DISRUPTION IN THE PROCUREMENT LANDSCAPE AND EFFECTIVELY BECOME THE DRIVERS OF THE CHANGE



Unleash breakthrough value from spend



The end of procurement as we know it



Advanced sourcing platforms



Direct vs. Indirect aren't created equal



Procurement Innovation: CPOs, Make Your Choice



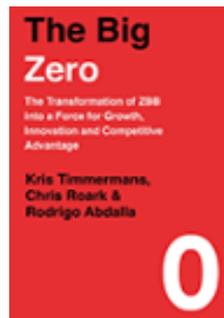
Supplier Diversity



Closed Loop Spend Management



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



Procurement for expedited recovery and responsible growth



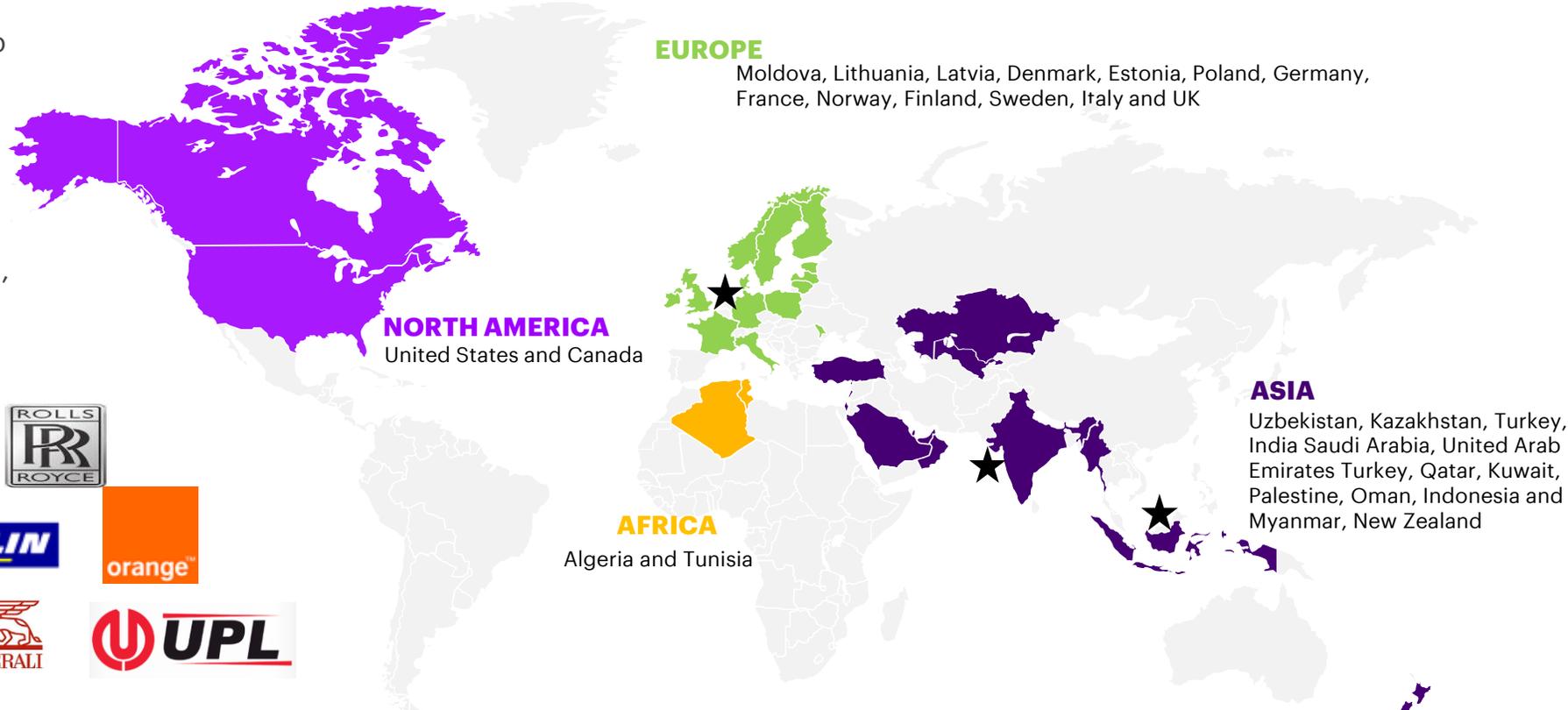
# Accenture-Ivalua Partnership

# Accenture – Ivalua Partnership

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

<p><b>BY THE NUMBERS</b></p>	<p><b>100+</b> CERTIFIED RESOURCES</p> 	<p><b>26%</b> EFFORTS SAVINGS WITH REUSABLE ASSETS</p> 	<p><b>15+</b> PROJECTS</p> 	<p><b>&gt;\$500B</b> PLATFORM SPEND BY Ivalua DEPLOYMENT</p> 
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- **Active** role in next generation roadmap via the **innovation alliance** since 2011
- **10+** years of partnership between **Accenture** and Ivalua deploying 13+ implementations successfully across industries
- ★ **Centers of Excellence** in Spain, Poland, India and Philippines



# Accenture – Ivalua Collaboration

## OVER THE COURSE OF OUR ALLIANCE, WE HAVE COLLABORATED OVER DIFFERENT TYPE OF ENGAGEMENTS MODELS

### GPS MODEL

Accenture is driving Outsourcing program with Targeted KPIs and business case - **full visibility, control and compliance to drive digitization and automation**

### DIGITAL 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.

### SOLUTION IMPLEMENTATION

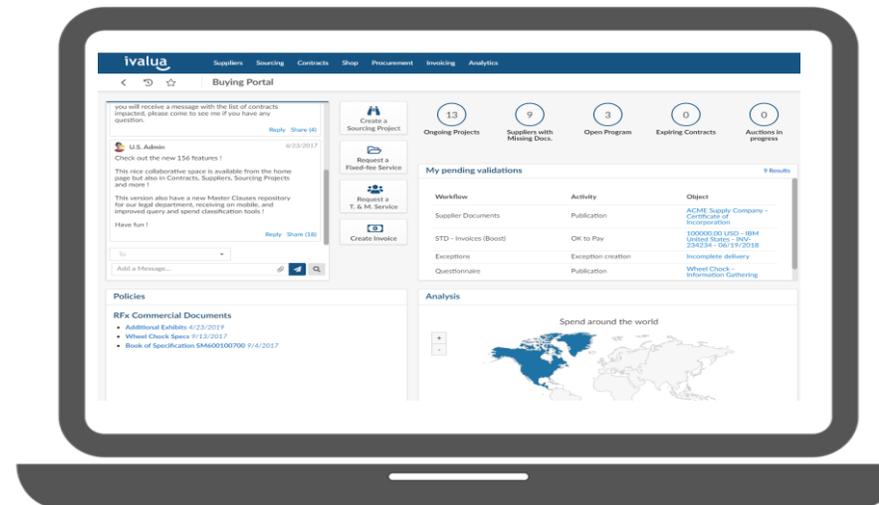
Accenture collaborates with IVALUA as System Implementation partner based with delivery excellence – Established COE (India, Philippines, Spain and Poland), Certified Accenture resources augmented by Local Account leadership

### CHANGE MANAGEMENT

Accenture assist their clients to shift from **Successful implementation to Sustainable transformation** through change stream – Human Centric design, establish ‘Super User Network’ and Supplier / User Helpdesk

### APPLICATION MAINTENANCE

Accenture can support Application Maintenance post go-live through Manila CoE which has capability to manage systems



# Selected Credentials across Industries

# Re-imagined Direct Materials Management

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



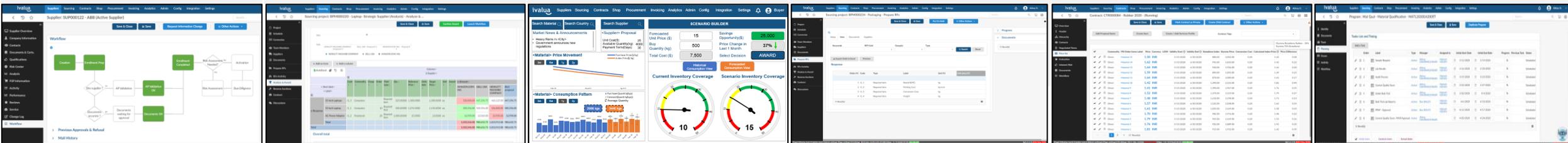
## FORMULA BASED CONTRACTS

- 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



# Build World Class Procurement Function

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

 <b>INTEGRATED S2P PLATFORM</b>	 <b>SPEND VISIBILITY &amp; DATA GOVERNANCE</b>	 <b>COMPLEX BID MANAGEMENT PROCESS</b>	 <b>CUSTOMISED RISK ASSESSMENT FRAMEWORK</b>	 <b>CUSTOM MODULES - ASP &amp; VALUE TRACKING</b>
<ul style="list-style-type: none"> <li>Established a unified Integrated S2P Digital Platform enabling procurement processes across 9 different operating entities</li> <li>Established a common supplier master data across operating entities</li> <li>Standardized processes to drive efficiency &amp; process quality</li> </ul>	<ul style="list-style-type: none"> <li>Optimal spend classification through business-driven rules enabling visibility with &gt;95% accuracy driving data-driven decision making</li> <li>Centralized analytics platform for the 360 Degree visibility</li> </ul>	<ul style="list-style-type: none"> <li>Built a customized bid opening process for the client with adherence to the audit guidelines</li> <li>Process which earlier involved physical presence for bid opening was replaced with a fully digital process</li> <li>This was effective during the Covid Lockdown where physical presence was not possible</li> </ul>	<ul style="list-style-type: none"> <li>Developed a new risk management framework aligned to the client's business requirements</li> <li>Key parameters aligned to the geo-political situation, financial and supplier capabilities were included</li> <li>Client moved from a fully manual excel driven process to fully automated Ivalua sol.</li> </ul>	<ul style="list-style-type: none"> <li>New module built for tracking &amp; monitoring the savings obtained from Sourcing events including automated calculations, approvals &amp; analytics</li> <li>Custom module to Manage Annual Sourcing Plan including automated alignment with the annual operating plans</li> </ul>

### 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
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# Re-imagining Core Business Operations

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



### SETTING UP CONTRACT MANAGEMENT FOR CORE BUSINESS

- 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 ALIGNED TO DATA GOVERNANCE PRINCIPLES

- 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

- 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



# Digitizing Procurement Value Realization

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

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

**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
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