

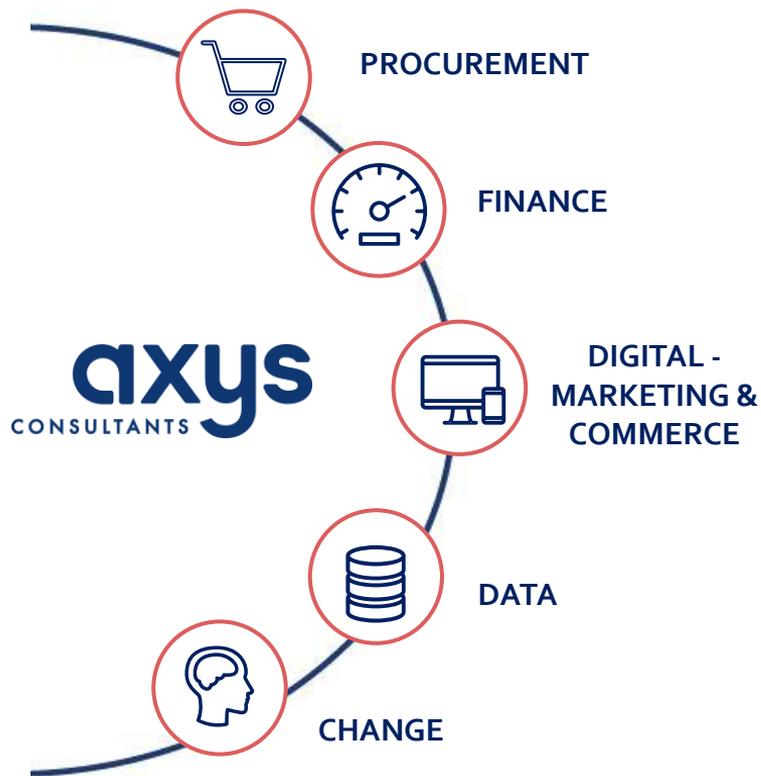
PROCESS MINING FOR IVALUA

*Digital Consulting
(Flash audit & optimization roadmap)*

02 / 2022



AXYS CONSULTANTS & NEOSIGHT



OUR DNA



200 consultants



26 M€ Turnover



Paris



OUR SUBSIDIARIES



OUR ASSETS





- **Expertise on Ivalua**, implementation and integration Ivalua/SAP
- **Process Mining Practice** with skilled resources (data engineer, analyst, project manager, value engineer)
- **+6 years experience on Process Mining** (Celonis and other solutions) specifically in SAP context:
 - +50 prototypes
 - 12 business improvement projects
- **Proven methodology** for Consulting missions and projects, deriving from PM² (Process Mining Project Management)
- **Business expertise** with actionable resources from Axys, focusing on Procurement, Finance, change management (...)

TRANSFORMATION & DIGITALISATION IN PROCUREMENT

#1

Increasing maturity level in Procurement

- Maturity assessment
- Organization & Category management
- KPIs, Savings & Performance for Procurement



#2

Professionalizing Procurement

- Strategy & Spend optimization
- Best Practices and knowledge
- Risk Management & anti-bribery



#3

Optimizing process effectiveness

- Process re-engineering / transformation
 - Process Mining
- Robotic Process Automation & AI



#4

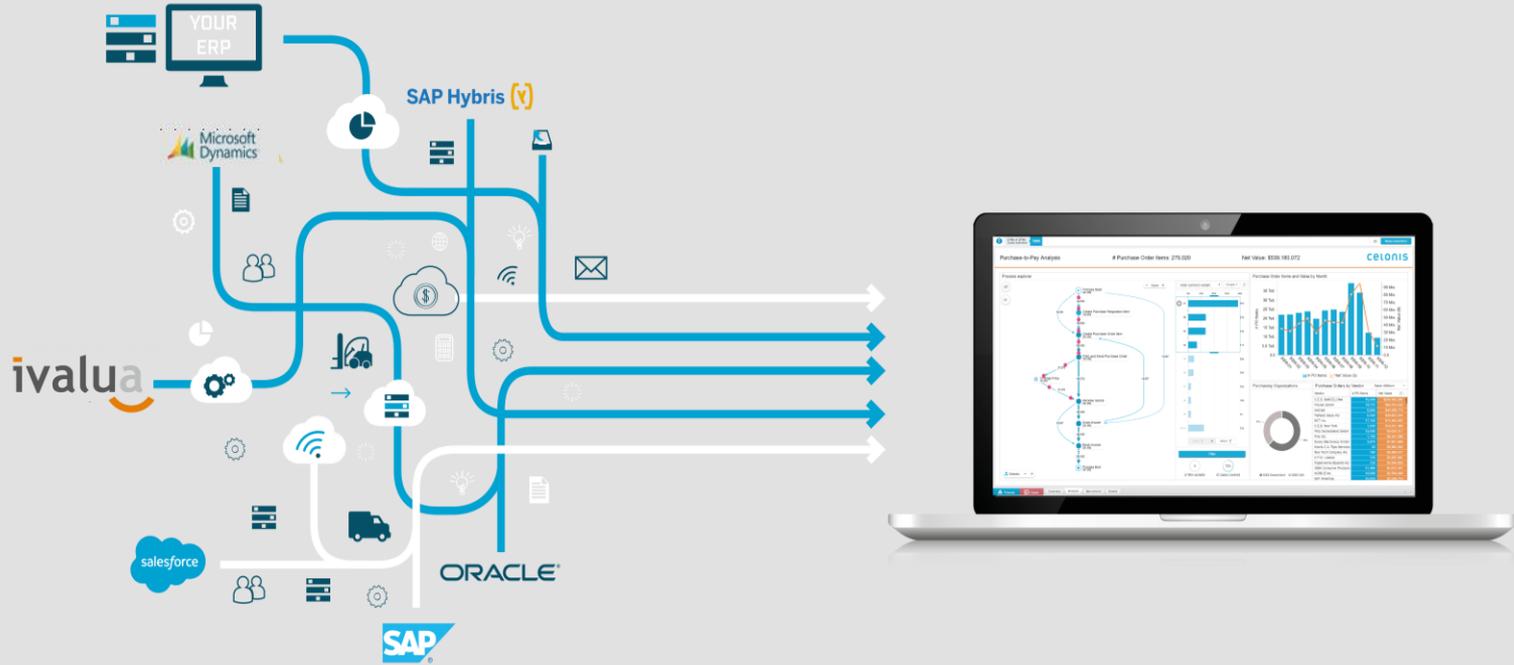
Aligning IS on Procurement objectives

- Digitalization roadmap & strategy
 - Solution choice assistance
- Design, implementation & roll-out



INTRODUCING PROCESS MINING...

PROCESS MINING - HOW DOES IT WORK ?



STEP 1

EVERY PROCESS IS SUPPORTED BY IT SYSTEMS

STEP 2

DIGITAL FOOT-PRINTS ARE CREATED

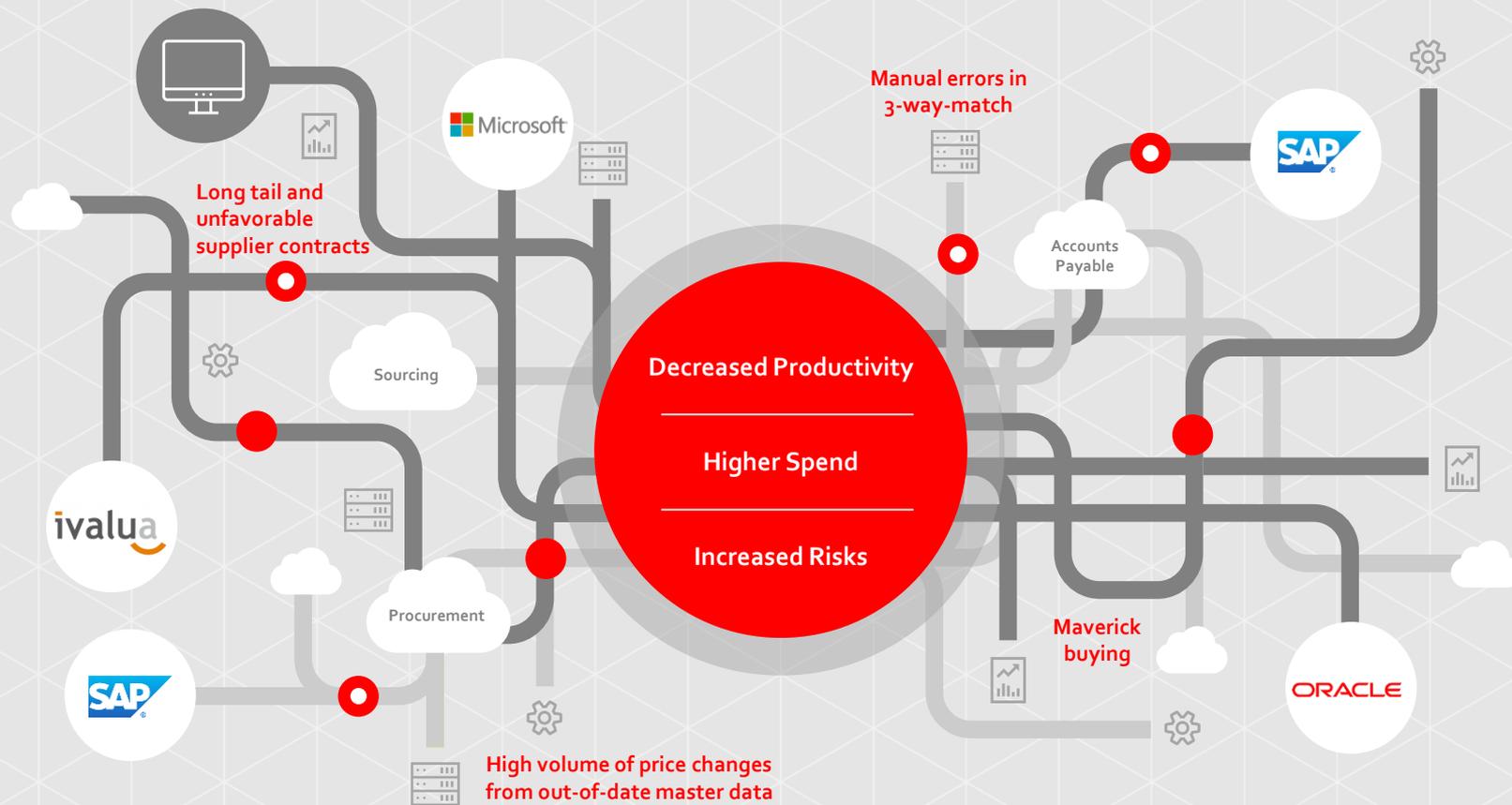
STEP 3

PROCESSES ARE RECONSTRUCTED AND VISUALIZED

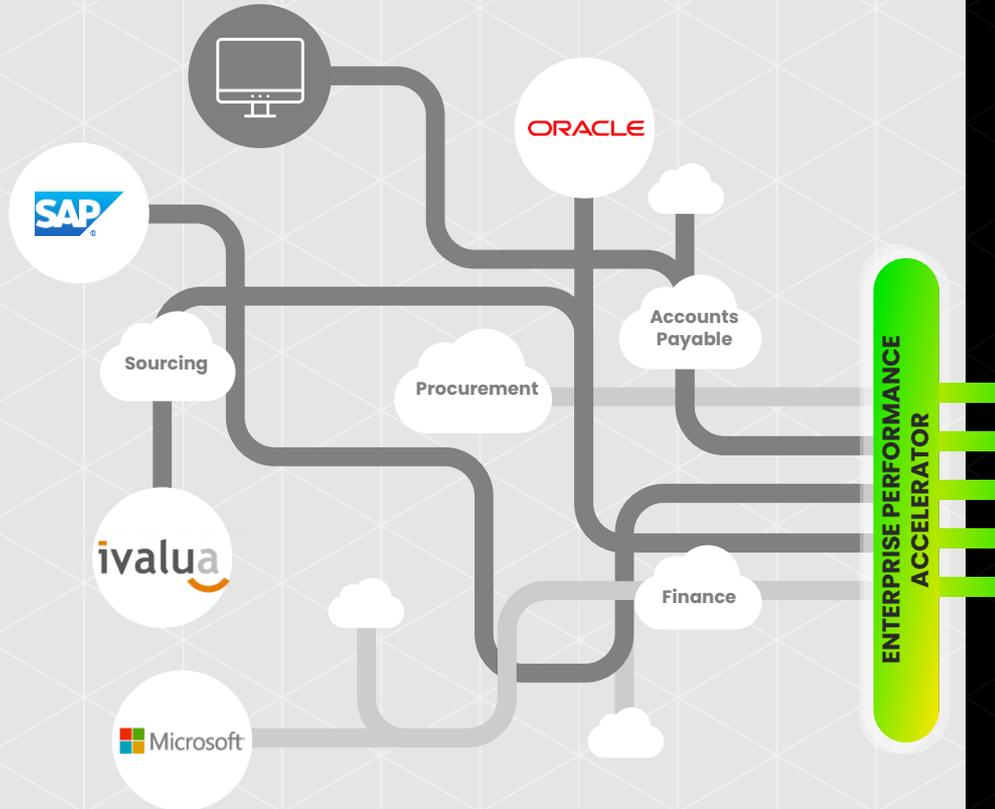
STEP 4

TRANSFORM YOUR EXISTING PROCESSES TO OFFER WORLD-CLASS CUSTOMER EXPERIENCE

PROCESS MINING IN ACTION: FROM OPERATIONNAL FRICTIONS...



PROCESS MINING IN ACTION: ...TO SEAMLESS EXECUTION

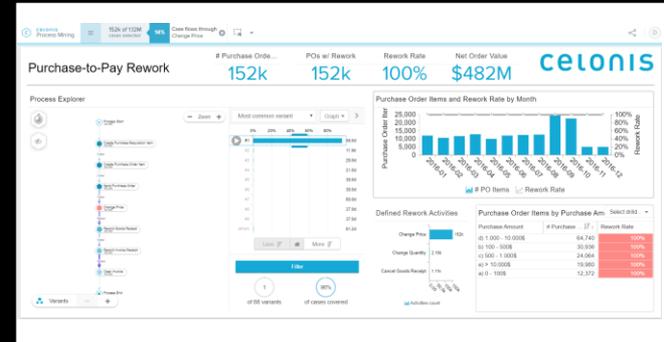


Driving Purchasing Value

Visualization
of the actual
processes



AI-powered
root cause analysis
& improvement



Perfect POs
and
invoices

Optimized Spend

Mitigated
Risks

DIGITAL CONSULTING ON IVALUA (P2P)

Process Mining disrupts Consulting

Old Way

Audit & Process Mapping



Subjective,
interview-based
Partial, sampling
of data



Time-consuming,
Strong customer
involvement needed
during entire mission



Rather a one-time
approach,
Theoretical

vs.

New Way

Digital Consulting

Objective,
Facts & data-based,
Comprehensive



Fast execution,
Customer resources
focused on action plan



Can be repeated,
Pragmatic & automated



DIGITAL CONSULTING: APPROACH & TIMELINE



- | | | | |
|--|--|--|---|
| <ul style="list-style-type: none"> • Kick-off • Scoping • Use cases and requirements • Data collection | <ul style="list-style-type: none"> • Data model load • Data Validation • Dashboard and KPIs adjustments if relevant | <ul style="list-style-type: none"> • Analysis refinement and fine-tuning • Business Case (draft) • Validation of B-Case and roadmap | <ul style="list-style-type: none"> • Final Report • Presentation of audit & recommendations |
|--|--|--|---|

Audit conclusions and recommendations focuses on Quick Wins

Tasks managed by **neosight** Data Engineers and Analysts with reduced involvement of customer IT and business experts. Phase duration depends on process complexity.

Improvement actions managed by **Customer** with **Axys** support



PROCESS EXCELLENCE IN PROCURE-TO-PAY

Happy Path



Business Objectives

Spend Reduction

Working Capital Optimization

Labor Productivity

Supply Reliability

Risk Mitigation

Key Metrics

Spend under Management
Total Discounts Taken

Days Payable Outstanding

Cost per PO
First-Time Right

OTIF Rate
Lead Time Adherence

Spend Compliance
Internal Control Failure

Improvement Opportunities

Cash Discounts	Payment Behavior	PO Accuracy	Delivery Performance	Maverick Buying
Contract Usage	Payment Terms	Automation	Lead Times	Segregation of Duties
Duplicate Payment	Early Deliveries	3-Way Match	Returns	Approval Compliance
Price Stability	Early Invoices	Free-Text Orders	Delivery Date Changes	Fraud Detection
Supplier Consolidation	Payment Methods	Master Data Mgmt.		

Success Story Highlights



\$46M unrealized cash discounts saved



>\$7M in working capital saved



Perfect PO increased from 72% to 96%



Improved Supplier OTD from 61% to 81% in 4 months

FRictionless Procurement Drives Business Value



Fortune 500 Telecommunications Company

Purchasing Productivity

Process Productivity

Increased perfect PO rate to 96% from 73% and improved touchless invoice rate to 85% by automating manual steps

96%

Perfect POs

Leading Energy & Water Supplier

Purchasing Spend

Sourcing Analysis

Saved \$1M+ annually in purchasing costs by leveraging granular supplier performance evaluations to negotiate and optimize the supplier base

\$1M+

In Savings

Fortune 500 Medical Device Company

Purchasing Compliance

Process Compliance

Realized \$1.2M in savings in less than 3 months by identifying and preempting maverick buying and eliminating duplicate invoices

\$1.2M

Compliance Savings

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