

Ivalua Now 2025 : Fluxym's expertise and services

Fluxym, The Source to Pay Experts

Look to the future with confidence, focus on what you do best and let us do the rest! Get a faster ROI on your digital procurement transformation.

You need Fluxym if

- ▶ You are evaluating your processes to gain efficiency and save on costs
- ▶ You are looking to improve visibility on spend to achieve complete reporting and make data informed decisions.
- ▶ You want to fully leverage your supplier knowledge to improve your relationships, maximize savings, and avoid risks
- ▶ You need support to select the most relevant technologies to create value and accelerate your growth.



What Fluxym can do for you



Audit your procurement processes to unlock opportunities and focus on quick wins.



Take charge of the implementation project, utilizing best practices, and best in class industry standards.



Guarantee project success by maximizing adoption rate through change management, training, and support.

Fluxym has been supporting organizations for more than 20 years and has carried out more than 520 projects. Our expertise covers all fields of the Procurement and Finance digital transformation: Source to Pay, Procure to Pay, AP Automation, Contract Management, and Supplier Data. Our methodology is proven for international projects and remote deployment. With 145 consultants based in North America, Asia Pacific, and Europe, there is no time zone we do not cover.

Our offer includes

- ▶ Advisory
- ▶ Change management
- ▶ Implementation
- ▶ Training
- ▶ Support and CMS.



Our methodology

We will support you at each step of your project and act as a one stop shop for an end-to-end digital transformation. We will help you prepare your digital transformation and select the right technology to match your needs and target processes. We will be your single point of contact with editors to make your implementation easier. Our team of experts comprises technical, functional, and advisory professionals to cover all the aspects of your project. Once the project is live, our support and CMS team will support the maintenance and scalability of your platform.

Why Fluxym

Source to Pay expert since 2002, Fluxym supports its clients in the digital transformation of their Purchasing and Finance departments and has carried out nearly 520 projects worldwide. Fluxym offers a full range of services to support the deployment of Source to Pay projects (advisory, implementation, support, and CMS). Fluxym's 145 experts are based in Canada (Montreal and Toronto), the United States of America (New-York City), France and Singapore.



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Contact our experts





Digitize Your Source to Pay Processes With Ivalua and Fluxym

Make better and faster decisions with the combined expertise of Fluxym and Ivalua. Manage all your source-to-pay processes with a unified platform to gain full visibility on spend and greater operational agility.



You need Fluxym if

- ▶ You are implementing Ivalua, optimizing the system and/or training your team
- ▶ Your processes are not yet fully automated, resulting in your team focusing on day-to-day operations instead of strategy
- ▶ You are not effectively engaging with your suppliers but would like to become their customer of choice
- ▶ You want to accelerate your ROI and achieve quick wins.



What Ivalua can do for you



Provide you with the insights to make decisions based on data analytics and reports.



Help you better manage all categories of direct and indirect spend to improve cash management and optimize your buying channels.



Give you a 360° view of your suppliers' information and activity, reducing supplier risk and improving collaboration.



Integrate ESG and sustainable procurement principles into your sourcing strategy.

Ivalua partner since 2016, Fluxym has been recognized as a top 3 Ivalua integrator by Gartner. We were awarded Ivalua Best Reseller for many years running and are part of the Ivalua Center of Excellence. With more than 20 years of Source to Pay experience and 60+ successful Ivalua projects, we have acquired strong expertise and understanding of best practices. Our proven methodology is suited for international projects and remote deployment. Our 50+ certified consultants are based in North America, Asia Pacific and Europe.

Our offer includes

- Definition of a roadmap and target processes
- Change management strategy
- Project management
- Data cleansing
- Optimization of supplier onboarding and user adoption
- Support and CMS.



Our methodology

Fluxym will take care of the coordination with Ivalua and act as your single point of contact. With technical, functional and advisory experts, we will cover all the aspects of your project.

Ivalua's modular offering allows you to build the platform specific to your needs. with Supplier risk management, sourcing, contract management, e-procurement, invoicing payments or spend analysis modules, Ivalua has all the bases covered.

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Are you looking to review or improve your Source to Pay process?

Fluxym can help you maximize your processes & solution efficiency.



You need Fluxym Advisory if

- ▶ Your procurement strategy is not aligned with your organization structure, processes, or the IT solution (Operational Model)
- ▶ You do not have any software selection strategy or the adequate structure to develop a formal software selection
- ▶ It takes too long for you to upgrade to a new version of your IT tool and lack streamlined experience
- ▶ You lack information about software adoption or the benefits achieved after the "Go Live" by identifying KPIs
- ▶ You don't have a clear system in place to onboard & develop supplier partnerships, you risk losing business and sacrificing profit margins
- ▶ You have experienced costly projects with big scopes and long execution times.

What Fluxym can do for you



Streamline your processes and align them with your strategy and all the elements of the Target Operating Model, allowing your Procurement team to focus more on strategy than operation.



Segment your data to unfold and monitor the planned benefits of the tool – ROI enabled.



Make your implementation projects less complex – ROI accelerated.



Streamline your process upgrades in an agile way.



Improve your user adoption and supplier onboarding rates.



Better your internal customer satisfaction thanks to better KPI monitoring, reduced cycle times, and reporting strategies.

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We built our Advisory Program to help optimize your process and maximize your software and solutions. Our portfolio of service offerings was designed in a modular way for you to choose the formula tailored to your needs. Our set of Sourcing experts comprises technical, functional, and advisory professionals.



Our portfolio of services includes

- ▶ Target Operating Model Assessment (Process / People / Technology) – Full S2P or by modules (Sourcing, suppliers, PR/PO, Invoicing and payment, Data structure)
- ▶ Target Operating Model Transformation (design and implement)
- ▶ User Acceptance Testing Assistance
- ▶ Software selection strategy and execution
- ▶ Business case for Procurement software selection
- ▶ E-Auction strategy definition or execution
- ▶ Change management for implementation or TOM projects
- ▶ Supplier Onboarding strategy definition and support
- ▶ Data migration strategy and execution
- ▶ Upgrade readiness assessment / upgrade support
- ▶ Post-implementation functional support (reporting, KPI monitoring, re-training, stabilization, and transition plan).



Our methodology

Each element of our offering is based on a proven methodology which we have perfected over the years. Along the years, Fluxym has gained experience in Procurement and Finance Advisory Services, technical and functional implementation.

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Laboratoires Théa Selects Ivalua's Platform and Fluxym's Methodology for Supplier Management and Sourcing

Paris, France, January 6, 2025.

Ivalua, a global leader in spend management, and its partner integrator Fluxym, today announced that Laboratoires Théa (Théa) has selected the Ivalua platform to manage its supplier repository, digitize its sourcing processes and automate supplier evaluation and risk monitoring.

To support its growth, the Théa group launched a tender to select and deploy a solution that would meet its ambitions to improve its procurement processes and performance.

In particular, the group identified opportunities in four areas:

- Continuing to develop the performance, productivity and efficiency of the group's centralized procurement department.
- Increasing user and stakeholder satisfaction.
- Harmonizing and automating procurement processes to reduce processing times and the administrative burden.
- Improving risk management and regulatory compliance, particularly for strategic suppliers.

After evaluating several market players, Théa selected the Ivalua solution. Ivalua stood out for the innovative functional depth of its platform, its ability to automate SRM processes, its ease of use and its interoperability.

Furthermore, Fluxym's proposed methodology convinced Théa, thanks to its alignment with the company's needs and the consultants' availability and responsiveness during the consultation phase.

The effective collaboration between Ivalua and Fluxym demonstrated the complementary nature of these players, which will be essential to the success of the project.

"We are delighted to put our expertise in supplier knowledge and SRPM (Supplier Risk and Performance Management) at the service of Théa Laboratoires in order to meet the specific quality requirements of their sector," concluded Christophe Rivayran, Fluxym's Development Director.

"The Théa Group's decision to choose Ivalua, in partnership with Fluxym, is a testament to our ability to effectively meet the specific needs of the pharmaceutical industry. We are thrilled to empower Théa with Ivalua's single, unified platform to optimize its operational efficiency," said Dan Amzallag, Chief Operating Officer (COO) at Ivalua.

About Théa

Théa is an independent pharmaceutical laboratory specializing in the research, development and commercialization of eye-care products. Founded in 1994, Théa has played an important role in the latest pharmacological advances. Today, it is the leading independent eye care group in Europe. Based in Clermont-Ferrand, the laboratory has continued to expand, opening more than 35 affiliates and offices in Europe, North Africa, Latin America and North America. Currently, its network includes over 2,000 employees, and its products are available in over 75 countries worldwide. In 2023, Théa achieved sales of 923 million euros.

About Fluxym

An expert in Source-to-Pay since 2002, Fluxym supports Procurement and Finance departments in their supplier relationship digitalization projects. With over 500 projects completed worldwide, Fluxym offers a comprehensive range of services combining consulting, technical and functional implementation, support and TMA. An Ivalua partner since 2016, Fluxym has deployed the solution in numerous companies, in France and internationally, across all business sectors. Based in Paris, Bordeaux, Lyon, London, Montreal, New York and Singapore, the company currently employs 145 people. Find out more at www.fluxym.com

About Ivalua

Ivalua is a leading provider of cloud-based, AI-powered Spend Management software. Our unified Source-to-Pay platform empowers businesses to effectively manage all categories of spend and all suppliers, increasing profitability, improving sustainability, lowering risk and boosting employee productivity. We are trusted by hundreds of the world's most admired brands and recognized as a leader by Gartner and other analysts. Learn more at www.ivalua.com. Follow us on [LinkedIn](#) and [X](#).

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Petroineos is a trading and refining joint venture between INEOS and PETROCHINA, created in 2011. It is the leading independent European refiner with two industrial sites located in Grangemouth (Scotland) and Lavera (France). Petroineos sells a full range of petroleum products and processes over 420,000 barrels of crude oil per day

CONTEXT

Prior to Ivalua, the Purchasing Department had no tools to manage its supplier base and launch complex tenders, apart from a multitude of shared resources. This lack of coordination and visibility caused a dispersion of information and data. It also resulted in considerable loss of time and efficiency for day-to-day buyers.

« We have significantly improved our supplier knowledge. We are now capable of selecting the ones that bring us the most value. By digitizing our processes with Ivalua, our buyers have more time to analyze spend and implement purchasing strategies by category »



Jean-François Henninger
Procurement Team Leader

Challenge

Toward Industry 4.0

To improve its efficiency, the Purchasing Department decided to restructure the service by creating Category Managers in 42 Categories linked to three Markets: direct spend, materials and equipment, and new work and maintenance services.

This category management was set up to develop long-term purchasing strategies. It also aimed at implementing processes dedicated to supplier relationship management.

To support this new organization, the deployment of a solution was essential. Hence, the LAVENDOR project was launched!

Choosing Ivalua

The platform won the support of the solicited buyers thanks to its ergonomics and its ability to be configured independently, without specific developments.

Sector

- ▶ Oil and Energy

Key figures

- ▶ 336 M€ annual spend (CAD 519M annual spend)
- ▶ 4000 active suppliers
- ▶ 28 buyers: category managers and operation
- ▶ 230 prescribers, technical managers and legal department

Ivalua Modules

- ▶ SRM, Sourcing, Reporting and Contrat

Interfaces

- ▶ ERP : SAP
- ▶ GMAO : Maximo
- ▶ DocuSign (e-Signature)
- ▶ Ellisphere (Financial information)
- ▶ E-attestations (Legal documents)

A global view of suppliers in just one click

The deployment of Ivalua's Source to Contract module enables customers to manage purchasing activities not supported by ERPs :

- ▶ **Supplier qualification and category approval:** centralization of all data and documents in one single database (certifications, legal documents, etc.) Implementation of a technical validation workflow - Securing IBAN data ;
- ▶ **Purchasing projects:** standardization of RFx and analysis grids, global view of price tables, collaborative evaluation of offers (technical response, price, terms and conditions, environment, Health and safety, etc.), audit trail. 90% of purchasing projects are now managed Ivalua ;
- ▶ **Program:** visibility into procurement, contracts and supplier issues ;
- ▶ **Evaluation:** questionnaires sent to suppliers based on criteria defined by stakeholders - Internal management and visibility of supplier records including, performance ratings ;
- ▶ **Contracts:** contract repository, validation workflow for strategic contracts, monitoring of the contract life cycle (automatic renewal) ;
- ▶ **Litigation and progress plans:** management and detailed monitoring of disputes and progress plans; collaboration with stakeholders and suppliers in a dynamic environment with the goal of continuous improvement processes and efficiencies ;
- ▶ **Reporting:** mapping of spend and creation of dashboards in complete autonomy.



«We carried out this project in a true spirit of partnership with the Fluxym team. We really appreciated their commitment and availability. We established an intelligent and constructive dialogue to find the best solutions together »



Jean-François Henninger
Procurement Team Leader

Benefits

- ▶ **Improvement of supplier knowledge** supplier qualification is more rigorous and more systematic, especially thanks to automatic updates and alerts. Managing the approval process by category is simple and collaborative. Thus, the selection of suppliers is done fully knowing all the facts based on exhaustive, objective and shared criteria ;
- ▶ **Harmonization and standardization** of processes (tenders, disputes, etc.) and dashboards for better management of projects and tasks ;
- ▶ **Compliance and risk mitigation** thanks to the updating of legal documents, the monitoring of certifications, the securing of financial data and the traceability of validations which can be restored in the event of an audit.
- ▶ **Better collaboration with stakeholders** : the clear definition of the roles and responsibilities of prescribers and buyers improve their collaboration in the tendering and supplier qualification processes ;
- ▶ **Consolidation of the supplier relations** : Petroineos chose to share its information (approval, contracts, disputes, etc.) with its suppliers. Transparency is a key element in building a good relationship, especially with strategic suppliers ;
- ▶ **Saving time and efficiency** : Petroineos buyers now have a centralized and regularly updated supplier base. This allows them to spend more time analyzing expenses and developing purchasing strategies by category.