ACCELERATE YOUR PROCUREMENT PERFORMANCE

Procurement is a key contributor to your organisations profitability, as it supports essential operations and communication with supply partners.

Empowering procurement departments with a strong, scalable end-to-end procurement suite helps small to large organisations efficiently manage their business and significantly increase their profitability.

OJC Consulting helps you get the most out of your procurement solution

"The OJC team were able to quickly understand our purchasing processes and proactively recommend solutions to best integrate Ivalua within our technical environment. With OJC on our side, we have been able to use and take advantage of Ivalua very quickly. OJC's contribution has been extremely satisfactory, with all critical deadlines met.

Philippe Longuet
IT Purchasing Manager
SAGEMCOM

ENTRUST YOUR PROCUREMENT PROJECT TO EXPERTS

Recognised for their expertise and their client service capacities, OJC consultants manage international strategic procurement projects, with a consistent focus on methodology, quality and client satisfaction.

OJC Consulting handles all the phases of your project

Assessment
- Reviewing your existing procurement processes & tools

Strategy
- Defining an implementation strategy, involving all functional contributors (Finance, IT, Legal, Procurement, etc.)

Design
- Analysing evolution needs and designing the right solution

Configuration
- Configuring the solution and integrating it with your IT systems

Training
- Training users and guiding them to ensure highest adoption

Project Management

Choosing OJC Consulting for your procurement transformation will ensure you benefit from our rigorous project management methodology, and from a good project visibility on progress and delivery. Reliable and agile, OJC project managers ensure high-quality deliverables, risk control and fulfilled deadlines whilst authoring high-standard documentation to help organisations scale and maintain the implemented solution.

Implementation

The OJC team are experts on interfacing procurement solutions with major ERPs and finance systems, helping clients automate and secure their internal data flows, as well as simplifying the full procurement cycle: 'punch outs' purchase requests, orders, invoices, etc.

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EMPOWERING PROCUREMENT WITH ADVANCED RISK MANAGEMENT AND ESG STRATEGIES

SOURCING TOMORROW'S SUCCESS

BUYIN

As a provider of sustainable procurement excellence in the telecommunications industry, BuyIn has implemented its **supplier risk and ESG monitoring** with OJC Consulting on the Ivalua solution through **tailor-made scorecards and dashboards**.

ivalua

Key facts

20 B€ spend per year in Telecom devices	**> 1 M** of referenced prices
45 + operators worldwide	**498 M** end users on a global footprint
250 + buyers	**> 2 500** suppliers
3 months required to set up the project	**5** sources external data

> Working with OJC has been seamless; their collaborative approach and deep understanding of our needs significantly improved our procurement processes and risk management capabilities.

Cordula Karg
Project Manager
BuyIn

Group challenges

- **Achieve excellence and innovation** as the cornerstones of BuyIn's business.

- **Drive sustainable strategic sourcing** and reduce costs through digitalization.

- **Expand international experience** and collaboration.

- **Strengthen stakeholder management** with a focus on serving customer benefits.

Background

Founded in 2011 by Deutsche Telekom and Orange, BuyIn **delivers strategic procurement services**. BuyIn ranks amongst the top five global telco customers and have the reputation to deliver enormous value to their alliance partners. BuyIn is specially recognized for its cutting-edge expertise in leveraging **innovation and sustainable sourcing strategies**.

The project aimed to deliver a **comprehensive solution to monitor ESG** (Environmental, Social and Governance) **and risk indicators**, enhancing supplier performance evaluation. **It is made of custom ESG calculations** based on data collected for all suppliers, complemented by **a tailor-made dashboard designed to report compliance and financial risk** for Orange and Deutsche Telekom.

A TAILOR-MADE SUPPLIER DASHBOARD FOR RISK MANAGEMENT WITH THE INTEGRATION OF PUBLIC ESG DATA AND INSIGHTS FROM ORANGE AND DEUTSCHE TELEKOM

Delivered solution

BuyIn, a long-standing client of Ivalua, chose to **implement seamless integration** with the systems of its founding partners, Orange and Deutsche Telekom, taking advantage of their Ivalua platform, named "Scube".

Thanks to its flexibility, "Scube" was tailored to meet BuyIn's specific procurement needs. In addition to its Source-to-Contract (S2C) capabilities, "Scube" now includes **enhanced operational features for supplier risk and ESG management**, integrated within BuyIn procurement processes.
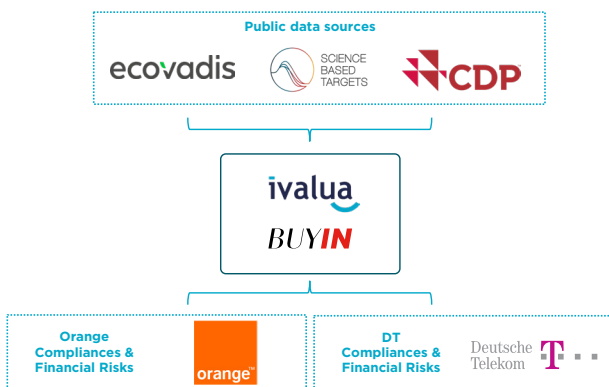
Integration

"Scube" operates as an orchestrator for the Source-to-Contract processes of Orange and Deutsche Telekom, centralizing procurement needs from the Ivalua solutions of both companies.

Several interfaces have been implemented, including color-coded indicators to analyze the overall CSR score, compliance, and financial risks from suppliers. Sustainability scores are loaded via external files and custom ETLs, leveraging REST API interfaces.

Benefits & results

- **Enhanced operational excellence** and innovation through a powerful procurement and risk management solution.

- **Improved sustainable procurement practices** and significant cost reductions through digital tools.

- **Strengthened global presence** and efficiency across five continents.

- **Improved stakeholder management** and customer focus with advanced risk and ESG management.

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OPTIMIZE COLLABORATION AND EFFICIENCY IN THE CONSTRUCTION INDUSTRY WITH IVALUA

One of OJC Consulting's clients, a leader in European construction services, has used the Ivalua platform to introduce its own portal for supplier projects, thereby improving collaboration, maximizing efficiency and prioritizing buyer-centric solutions for their various business areas.

Key facts

European construction market

2.5 T€ market size	**4.8 %** Increase in production volume
18 M number of direct employees	**9 %** share of construction in European GDP

Customer / project

5,000+ users	**20,000+** qualified suppliers
2,000+ single contracts	**10+ B€** expenses

Background

The client is a powerhouse in the European construction industry, renowned for its unmatched innovation, robust financial standing, and substantial influence.

As a leader, they excel in transportation infrastructures, building construction, civil engineering, and facility management.

To further optimize procurement processes across these diverse sectors, they've implemented a cutting-edge supplier project portal, leveraging the Ivalua platform.

Project objectives

- **Streamline collaboration processes** across design, construction, and testing stages through coordination and standardization.

- **Leverage standard software to optimize operational efficiency**, using advanced configuration made possible by Ivalua.

- **Implement a buyer-centric solution** that encourages adoption and feedback, focusing on supplier usability.

Ivalua and the construction industry

In a competitive Construction & Engineering market, Ivalua offers a complete Procurement 360 solution. It enables you to budget with confidence, strengthen collaboration with transparent work packages and control costs while visualizing the supply chain.

This leading solution simplifies processes, automates tasks and guarantees transparency, reducing budget risks and protecting project margins. It provides real-time tracking of costs and milestones, while limiting supply chain risks.

INTEGRATION OF THE FULL S2P SUITE EXPERTLY ADAPTED TO SUPPORT THE MOST COMPLEX BUSINESS OPERATIONS

Solution deployed

Most of the delivered functionalities within the activated modules were adapted by standard configuration. Some complex configuration was also provided to enhance the platform capabilities as per buyer needs.

The implementation of the portal for supplier projects involved a comprehensive sourcing approach, combining standardized catalog ordering with customized procurement activities, optimizing sourcing operations.

We have leveraged the Ivalua platform to enhance and extend the construction-specific contract lifecycle. This includes collaborative drafting, negotiation protocol (pre-contract) during shortlisting, into full contract after awarding. These improvements were integrated into existing sourcing processes, as used by buyers and suppliers.
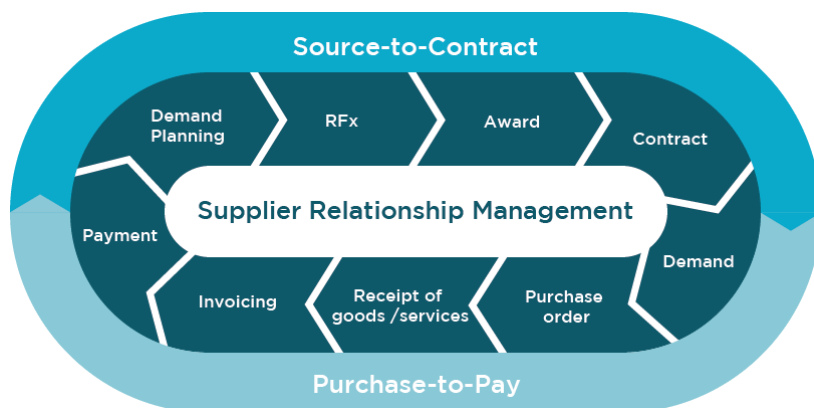
> "Working with seasoned professionals on the portal for supplier projects has been a highly rewarding experience. Our collaboration and technical expertise have been instrumental in successfully integrating Ivalua's solution and transforming our client's procurement operations, to reach impressive outcomes.
>
> Nicolas Sevaux
> Project Director
> **OJC Consulting**

Results and benefits

- **Harmonization of the procurement process** at document level (suppliers, tenders, contracts and order management).

- **Seamless collaboration** between sourcing and contracting process with a specific integrated process for buyers and suppliers.

- **Successful deployment** and adoption of the solution in various countries.

- **Improved user experience** with modernized and digitalized procedures, from paperwork to tablets and databases.

Implementation

The solution was implemented using an agile, phased approach, starting with a proof-of-concept, followed by a first functional system focusing on supplier onboarding.

The next steps involved enhancing the tool's functionalities for sourcing, contracts, orders and interfaces to reach the expected solution before rolling it out in different European countries and carefully accommodating language localization.

AUTOMATE IVALUA TESTS

The Ivalua solution is evolving quickly and gives its customers and partners exceptional **freedom and power of configuration**. The counterpart of this flexibility is of course the **expertise and care** required at each step of the design and implementation, but also the **consistent effort** that must be put into **the testing and quality processes** for your project.

OJC Consulting, who has been the main integrator of Ivalua for 15 years, has developed a **dedicated tool**, specially designed to test projects based on **Ivalua**, that reduces the time spent on tests **by 70 to 90%**, while **improving their coverage rate**.

The advantages of **the OJC test platform**

Test cases can be run **with one click**, and in minutes. You can launch a complete battery of non-regression tests **at any time**.

Securely access the **results of all your tests**, recent or old, and follow the **evolution of the quality** of your platform.

Screenshots are taken at each step of the process, keeping a "picture" of your application at various stages of its evolution. These screenshots can also be used for your **user documentation**.

The execution of the tests is **documented** and produces **precise reports** that you can present in project meetings and **steering committees**.

By spending more time on **scenario design**, and less time on testing, you increase the quality and **overall coverage of your tests**.

MORE THAN 100 FUNCTIONS READY TO USE

P2P, Sourcing, SRM, Reporting, ... our test platform includes many functions for **all Ivalua modules**, covering:

User interface: check the placement and properties of the UI controls, test selectors, validate input constraints, etc.

Access rights: check menus, screens and fields displayed for each profile, make sure that a page is inaccessible even when typing in the URL directly, test the organizational and purchase perimeter, etc.

Processes: end-to-end testing of key processes such as creating and approving a new supplier, creating and publishing a tender, placing an order, reconciling an invoice, etc.

Workflows: often numerous and complex, the validation workflows are usually difficult to test because they involve multiple players and can produce many different situations. Our test platform makes it possible to simulate all these actors and their different actions.

Data interfaces: ensure that the expected data is present after an import, validate the structure and content of an exported file, check the status of jobs and ETLs.

All these **functions** can be associated and **configured** to build **test cases**, which in turn are combined into **scenarios** perfectly suited to **your project**. You can then run these scenarios on your different **environments**, with different **browsers**, and with different **sets of test data**.

"Test Driven Design": prepare your test scenarios right from the start of the project

Thinking early enough about the test scenarios you are going to carry out allows you to better detect specific cases, and to express your functional needs more clearly. It also gives you more time to build the datasets and test cases to use during the UAT, so that automated testing can start as soon as your application is delivered to you!

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TEST AUTOMATION FOR SEAMLESS IVALUA UPGRADES IN THE TELECOM SECTOR

Orange, a leader in telecommunications, systematized the test process of its Ivalua solution thanks to the test automation platform provided by OJC Consulting.

Key facts

42 B turnover	**67,000** suppliers
6,000 users in Ivalua	**16,000** sourcing projects
220 hours of manual testing eliminated	**700** test scenarios executed
46,000 clicks automated	**77,000** screenshots

Project objectives

- **Ensure non-regression** in a highly customized solution through comprehensive testing across all business rules.

- **Validate complex contract and sourcing processes** in collaboration with stakeholders who have the appropriate authorizations.

- **Perform annual upgrades to the latest Ivalua version**, introducing additional challenges to the testing process.

- **Minimize disruptions for users and suppliers** after upgrades activities.

Context

With 26 entities, 140,000 employees, and 298 million customers worldwide, Orange is a leader in the telecommunications industry. Since 2012, Orange has utilized the Ivalua solution to optimize procurement processes, and in the last years, has scheduled an annual upgrade to keep up with the latest innovations.
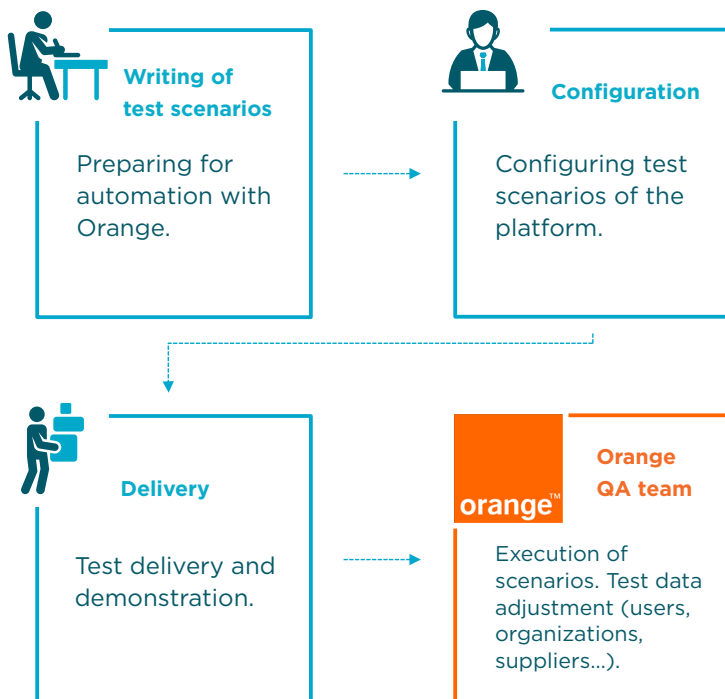
The solution is tailored specifically to Orange's needs, but this level of customization required significant effort in non-regression testing. Orange developed an effective methodology to streamline its testing process, and with OJC's support, they aimed to take this a step further with automated testing.

ORANGE HAS SIGNIFICANTLY IMPROVED ITS QUALITY MANAGEMENT PROCESS, ACCELERATING AND STREAMLINING ITS TESTS THANKS TO OJC'S TEST PLATFORM

Solution deployed

In the first phase of the project, **OJC automated a significant number of Orange's test scenarios** across three key Ivalua modules: **Suppliers**, **Contracts**, and **Sourcing**.

The scenarios were initially configured and executed on the existing version of the solution, then delivered to Orange, enabling them to execute the tests autonomously on the upgraded version.

Writing of test scenarios

Preparing for automation with Orange.

Configuration

Configuring test scenarios of the platform.

Delivery

Test delivery and demonstration.

Orange QA team

Execution of scenarios. Test data adjustment (users, organizations, suppliers...).

Integration

Orange's testing scenarios are complex, involving numerous steps, with **some scenarios requiring over 350 actions**. With the OJC Test Platform, these actions were grouped into reusable components, significantly reducing configuration time and **ensuring consistent execution** across scenarios and Ivalua versions.

For example, OJC implemented systematic checks of all application page labels, sometimes exceeding 100 labels on a single page, to guarantee consistency and quality.

Benefits & results

- **The upgrade was validated a week earlier than planned**, allowing Orange to save valuable time and speed up the release process.

- **Automation covered 50% of the scenarios** for Suppliers, Contracts, and Sourcing modules, boosting efficiency, reliability and significantly **improving the overall quality** of testing outcomes.

- **Testers faced less manual work**, avoiding repetitive tasks and enhancing both their productivity and satisfaction.

- **Improved issue identification facilitated discussions with Ivalua**, streamlining problem resolution and collaboration.

"Thanks to OJC's automated testing solution, we are on the way to better control the risks associated with annual updates to the Ivalua platform, while optimizing time, costs and maintaining consistent quality. Their availability facilitates the integration of this tool into our processes.

Alexandra Bergerault
Sourcing Solutions Director
Orange

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ADVANCED CHANGE MANAGEMENT FOR YOUR TRANSFORMATION PROJECTS

Digital transformation projects **mobilize significant means**, in terms of finances as well as the internal and external resources needed to carry them out

But they also, of course, make it possible to **achieve strategic objectives** and gains that greatly exceed their costs, such as greater productivity, control and agility - all essential in an ever-changing economic, geopolitical and regulatory environment.

These gains, however, are only achieved **if the new processes and tools are adopted!**

It is therefore important to support the project with **training**, but also with good **project communication**, making it possible to share the goals and benefits of the project, and to motivate users. Training and communication must be carried out according to a **carefully prepared Change Management plan** that is defined at the start of the project and extends well beyond the application golive!

Introducing a **culture of continuous improvement**, and positive **adoption of change**, is a task of the utmost importance, that must be done with consistency, and over time.

The Key benefits of Change Management
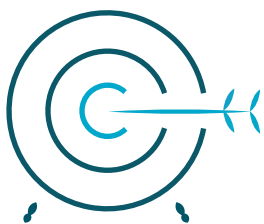
- **Faster ROI** for your software projects
- Improved **operational performance**
- Shared vision and **clear strategy** across the company
- **Stronger confidence** of stakeholders and users
- **Increased adoption** and commitment
- Easier **onboarding of new users**

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OJC'S MATURE METHODOLOGY TO DRIVE CHANGE ADOPTION

Impact studies

Identify and map impacts on processes, tools and users. Clarify goals and **quantify needs** for training and communication.

Change strategy

Define a **communication, training and support strategy**, and prepare the **planning and materials**.

Training & communication

Deploy and follow-up **actions** to secure the highest **user adoption** and **satisfaction**, while monitoring **success indicators**.

Capitalization

Anchor new processes and **celebrate** gains. Continue to monitor success and **promote agility** in the company culture.

The Golden Rules of efficient Change Management

Build a community consisting of **sponsors**, **key users** and **ambassadors**, who will foster change and support users throughout the project.

Monitor KPIs and set up **feedback loops** that will bolster continuous improvement and help you adjust change management and user support procedures.

Communicate early and frequently, through channels precisely targeting **intended audiences** and giving your project a strong and **impactful identity**.

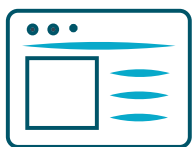## Training and communication channels

Live Training

Seminars & Events

Self-training Videos

Digital Adoption Platforms (DAP)

Project Websites

Newsletters

User Groups

Internal Social Networks

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REINVIGORATE USER ENGAGEMENT WITH A STRONG PROJECT IDENTITY AND SEAMLESS INTERFACE

Our luxury goods client leverages Ivalua to ensure compliance with the Sapin II Act and advance their Corporate Social Responsibility (CSR) objectives. During their upgrade to version V178, they prioritized strengthening the portal's brand identity to provide users with an enhanced, cohesive experience while delivering extensive user training to maximize adoption and efficiency.

Key facts

150+ years of experience	20,000+ employees
10+ B€ turnover	**250+** stores in 45 countries
200 buyers	**2,000** suppliers
15+ webinars in 3 languages	**20+** interactive guides & video tutorials

Customer challenges

- **Ensuring legal compliance** in supply chains to avoid penalties.

- **Meeting CSR objectives** by managing energy consumption and carbon footprint data from suppliers.

- **Encouraging supplier participation** in assessments.

Background

Our client, a prestigious luxury house renowned for its artisanal excellence and timeless elegance, sought to digitalize its purchasing processes with Ivalua, catering to both buyers and suppliers.

The primary objective was to create a strong, adaptable project identity that reflected the initiative's modernization goals, reinforced team cohesion, and facilitated flawless communication both internally and externally.

A clearly defined project identity, coupled with a structured training program, was recognized as essential for the successful digitization of the purchasing process.

"Thanks to the new graphic identity integrated into our solution, we have perfectly captured and reflected the core values of our company. This transformation not only enhances our interface but also embodies our commitment to excellence, elegance, and sustainability, thereby strengthening our heritage and vision for the future.

Direct purchasing project manager
Customer

TRANSFORM USER ENGAGEMENT WITH STRATEGIC TRAINING AND A DISTINCTIVE PROJECT IDENTITY
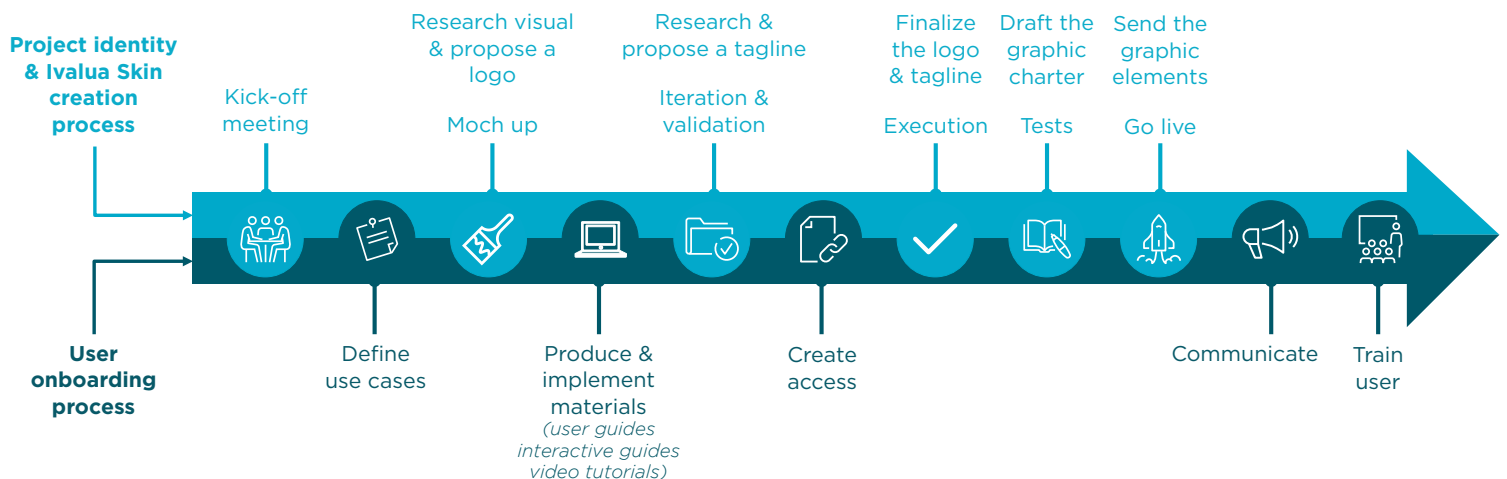
Solution deployed

To enhance user engagement and drive adoption, we developed **a compelling visual identity** featuring a unique logo and cohesive graphics, effortlessly **integrated into the Ivalua platform**.

This initiative included **a complete redesign of key interface elements** such as headers, logos, slogans, link colors, notifications, and the optimization of homepages and tables.

In addition, we implemented **a comprehensive training program** for both buyers and suppliers, equipping them to effectively utilize the enhanced features introduced in the latest upgrade.

This holistic approach not only reinforced the brand's presence but also ensured a smoother transition and elevated user satisfaction, exemplifying our client's commitment to innovation and excellence.

Project identity & Ivalua Skin creation process

Kick-off meeting

Research visual & propose a logo

Moch up

Research & propose a tagline

Iteration & validation

Finalize the logo & tagline

Execution

Draft the graphic charter

Tests

Send the graphic elements

Go live

User onboarding process

Define use cases

Produce & implement materials
(user guides interactive guides video tutorials)

Create access

Communicate

Train user

Results & benefits

- **Strengthen brand presence**: Boost user satisfaction and engagement by reinforcing a cohesive and recognizable brand identity.

- **UI/UX redesign and training**: Redesign the user interface and experience while providing targeted training to increase user adoption and proficiency.

- **Enhanced project identity**: Establish a clear project identity to improve team cohesion and streamline communication.

- **Thematic training sessions**: Facilitate user adoption and skill-building through focused and thematic training programs.

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