

# SOURCING CHAMPIONS

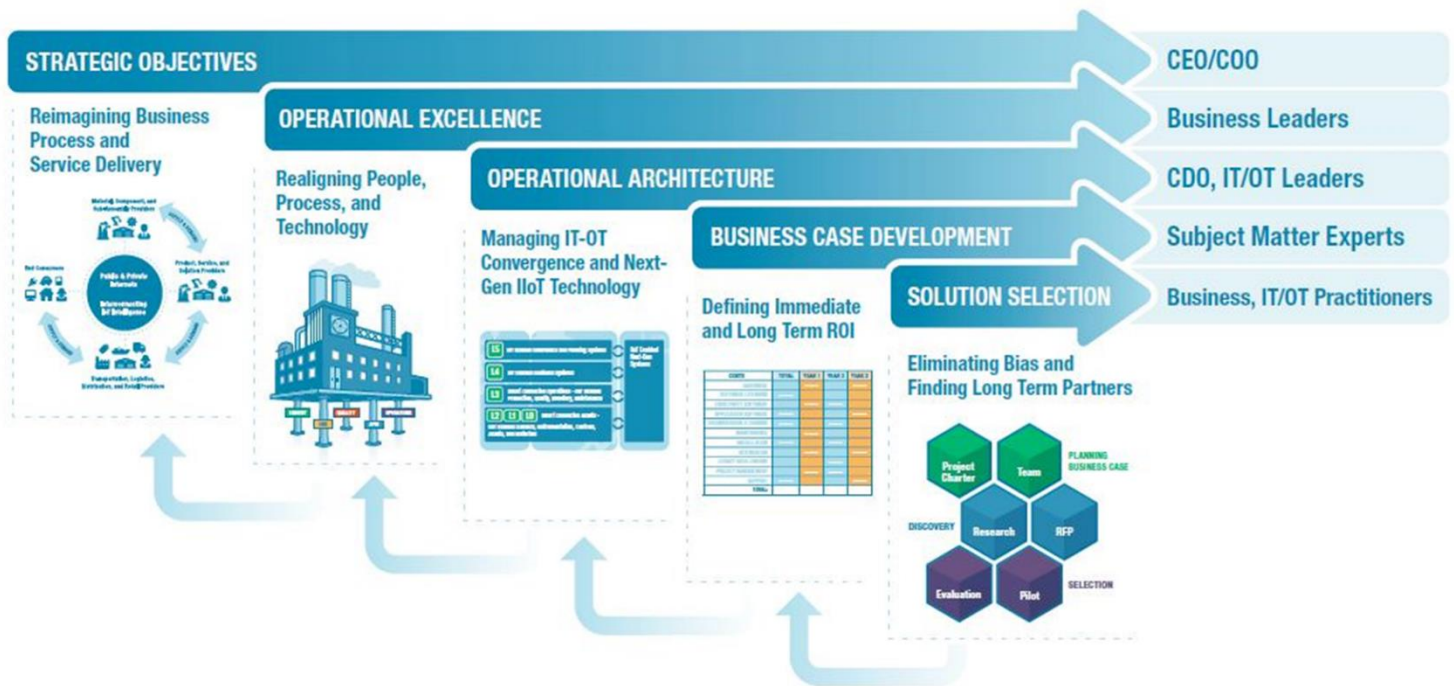
PROCUREMENT CONSULTING

## *Case Study*



***We collaborate with CIO's/  
CDO's to make their digital  
transformation a success  
through the best Sourcing  
Strategy to Contract approach.***

# Digital transformation at the top of the strategic agenda



Source: LNS Research (2016) The most difficult aspect of digital transformation lies with leadership

Digital Transformation is today at the top of the strategic agenda. Companies invest hundreds of million euro's on their digital transformation, yet often lack a robust and professional procurement process. This can lead to greater risk, longer "time to market" with solutions and significant higher costs than necessary. Software companies i.e have a very effective approach for their sales leaders to get close to decision makers in IT departments to develop and win large value contracts without even having to go through a proper RFP process.

Sourcing Champions helps CIO's /CDO's to get their procurement in IT under control and get maximum value for the digital transformation.

# We bring a unique procurement program for digital transformation

1. We support CIO's and CDO's on their digital transformation programs with our Procurement Power and PMO.
2. We create a sourcing strategy based on your business requirements.
3. We source the software, hardware & corresponding implementation partner.
4. We run RFI's and RFP's to select the right software, hardware and implementation partner.
5. We negotiate and contract all digital solutions.

☞☞ *We collaborate with CIO's/ CDO's to make their digital transformation a success through the best Sourcing Strategy to Contract approach. ☞☞*

**Your digital transformation  
procurement partner**

**SOURCING**  
**CHAMPIONS**  
PROCUREMENT CONSULTING

**We have been given very high satisfaction  
ratings, by both our clients and suppliers.**

# Success is **5** Steps away



## Procurement Governance

We achieve full transparency and top-management governance on the procurement process.



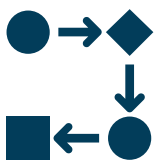
## Cross-functional Team

We create strong cross-functional teams between IT and procurement.



## Strategy

We create a clear sourcing strategy and ensure a professional, competitive and objective tender process to select the right partners.



## Tender process

We perform large tenders (RFI, RFP) within 12-16 weeks.



## Savings

We achieve significant multi-million euro cost-reductions through our proven approach.

# SOURCING CHAMPIONS

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## ***A case study in source-to-contract of digital transformation***

***How Sourcing Champions provided a strong  
procurement process for the digital transformation  
at a large German family owned multinational.***



# The digital transformation roadmap for..

A German family-owned multinational with

- >20 workstreams
- Hundreds of million euro's investment in digital transformation
- > 10 large tenders

Category Management

Stakeholder Management

Source-to-contract



>1,5 years

>10 project teams

>100 supplier engagements

> 10 contracts signed



# Case Background

- 1. Transformation roadmap and budget approved by the board**
- 2. No procurement project plan created**
- 3. Strong preferences within the IT organization for solutions and suppliers**
- 4. Strong focus on time-to-market, yet no time reserved for the procurement process in the plan**
- 5. No procurement governance in place yet**





# Case Solution

## Sales & Marketing

- CRM
- ERP
- Online Sales Channel

## PLM

- Product Information Management
- Product Configuration
- Platform
- CAD

## Data & Integration

- Master Data Cleansing
- Future Master Data Model
- Data Analytics
- Integration
- Security

## Finance

- Central Finance

## Supply Chain / Manufacturing

- ERP
- S/4HANA conversions

## Infrastructure

- Hardware
- Cloud data center services

1

**Create source-to-contract procurement roadmap & governance**

**17 deep-dives to create a procurement plan for each program**

**Set-up biweekly steering committee with CDO, VP of IT, VP Procurement & Program management**

2

**Priority given to start with selection of CRM software**

**Create tender process for CRM with Salesforce, Microsoft, SAP & others**



**Demo solution workshops with involvement of around a hundred sales & marketing stakeholders**



**Supplier proposals**

**Negotiations**

**Top-management decision making**

**Contracting**

**3 PMO Support to track progress of all transformation programs**

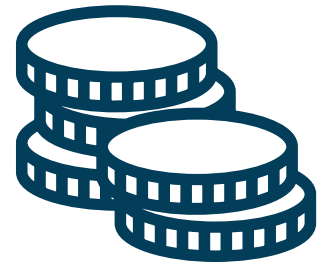
**Weekly PMO follow-up**

**Detailed planning & tracking**

**Bi-weekly Steerco's**

**4 More than 10 tenders in execution in parallel**

# Case Results



- 1** We achieved full transparency and top-management governance on the procurement process.
- 2** We created strong cross-functional teams between IT and procurement.
- 3** We ensured a professional, competitive and objective tender process to select the right partners.
- 4** We performed large tenders (RFI & RFP) within 12-16 weeks.
- 5** We achieved significant multi-million euro cost-reductions through our proven approach.
- 6** We have been given very high satisfaction ratings, by both our clients and suppliers.



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