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All key S&P data at a glance

Introducing BearingPoint S&P Control Tower

Breaking down silos

It is common to find companies that have progressively accumulated IT solutions because there was no single offering that covered all their needs at the time. These different solutions in place are partly complementary, but in many cases many of them are unable to communicate with each other.

In the Sourcing & Procurement (S&P) area some organizations are for example handling the procure-to-pay (P2P) processes via their ERP while managing the source-to-contract (S2C) ones with separate dedicated solutions.

As a result, those companies find themselves with scattered data that becomes challenging to reconcile for proper analysis.

Consequently, they lack transparency and the view on their S&P activity performances is rather limited.

To solve this problem, we developed a unique approach that utilizes a robust tool to gather and display all essential information from various IT systems, providing a complete 360-degree view.

Our S&P Control Tower, as we call it, not only monitors your global S&P activities but provides performance analyses that facilitates management decision process and increases operational team visibility.

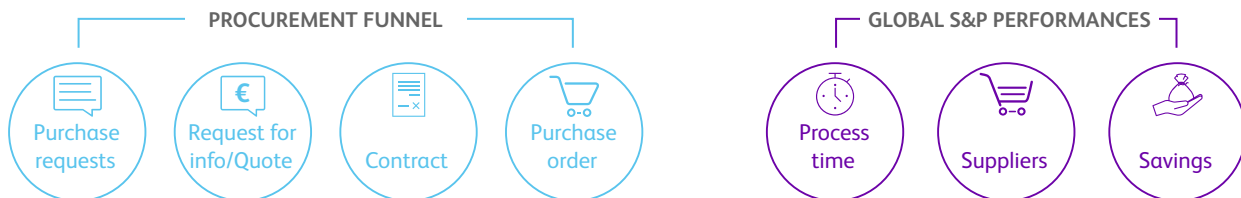## Collecting and managing data from multiple sources

Our S&P Control Tower is developed on an adaptive technology and therefore it can be connected to your various data sources such as an ERP or procurement solutions like Coupa or Jaggaer for example. We map information coming from those solutions and build Data Model according to your **specific Procurement Lifecycle.**

Financial & planning solutions

ERP

P2P solutions

S2C solutions

S&P CONTROL TOWER
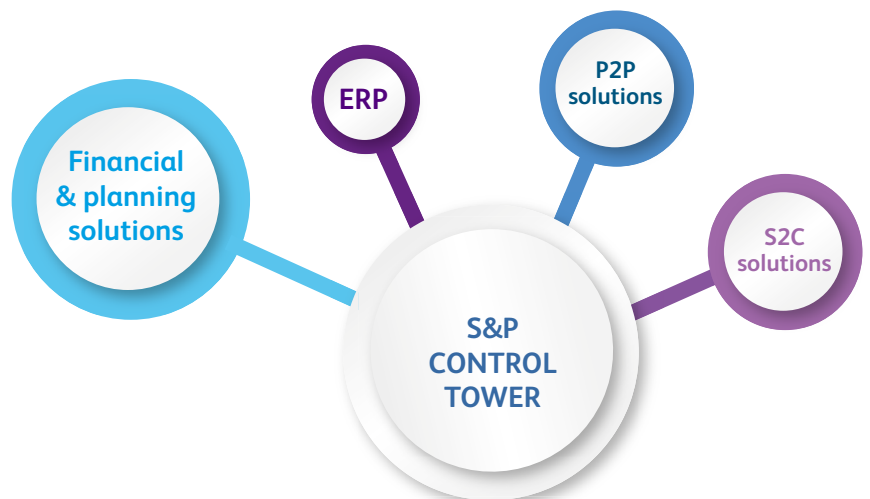
All your Sourcing & Procurement KPIs in one place

Once the data model is defined and connected to your different technical platform, all the key information are published under **one single dashboard**, providing an easy-to-read **360˚ overview**.
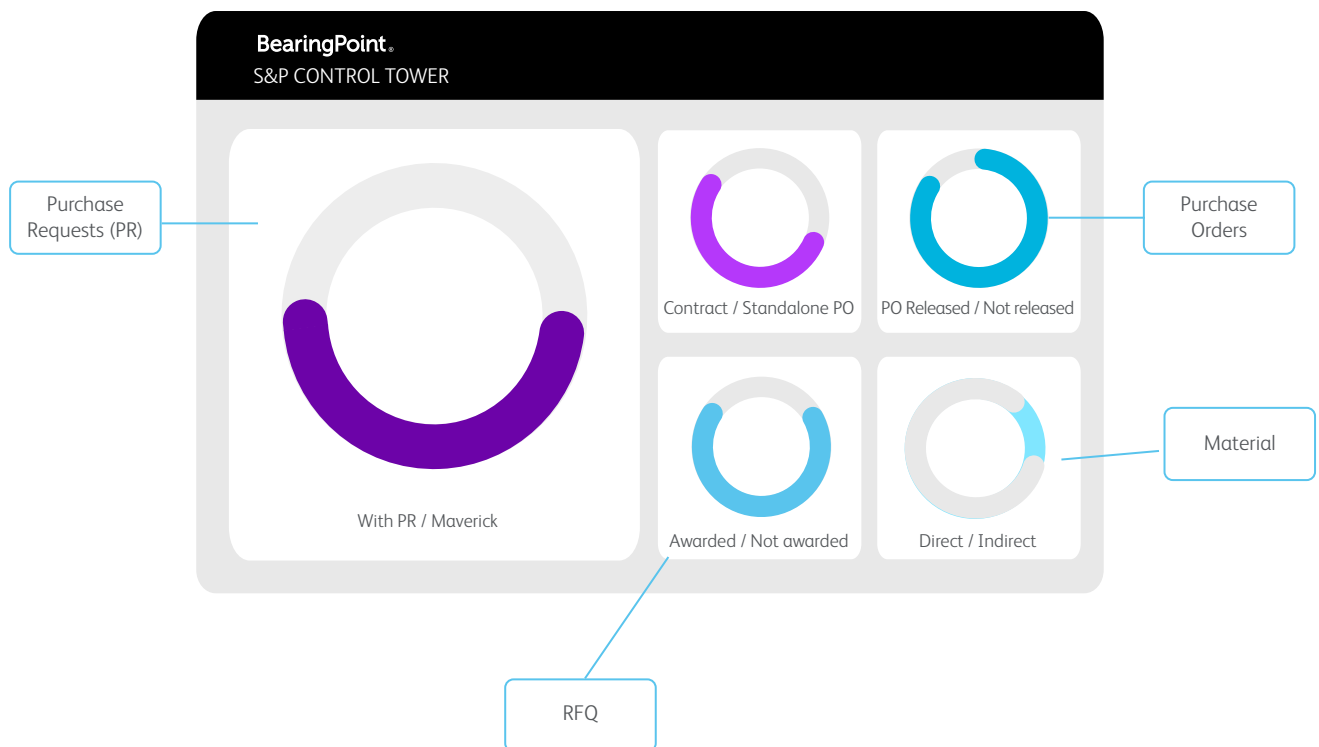
The S&P Control Tower allows to monitor the procurement funnel while keeping an eye on the global performances. This double feature increases operational team **visibility** & help executives make **informed decisions**.

PROCUREMENT FUNNEL

Purchase requests

Request for info/Quote

Contract

Purchase order

GLOBAL S&P PERFORMANCES

Process time

Suppliers

Savings

Monitoring your S&P funnel

Straight from the procurement funnel home page you can check in a blink your top 5 volume indicators: RFQs awarded, PO based contracts, purchase orders released, Indirect or indirect material and most importantly active purchase requests .

This key performance indicator is essential for evaluating the extent of rogue spending. By examining it in detail, you can determine which purchases are involved.

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Purchase Requests (PR)

With PR / Maverick

Contract / Standalone PO

PO Released / Not released

Purchase Orders

Awarded / Not awarded

Direct / Indirect

Material

RFQ

Looking closer at the Purchase Requests

The very first step of the procurement funnel is to analyze the volume and nature of the purchase request (PR). Our application not only shows what part of the PR are managed via procurement but also displays the breakdown by category and changes over time. This way it makes it easy to spot any unusual activity and indicates where to act to correct the trend.

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S&P CONTROL TOWER — **PURCHASE REQUESTS**

- Purchase Requests (PR)
- PR Breakdown by categories
- PR split by period
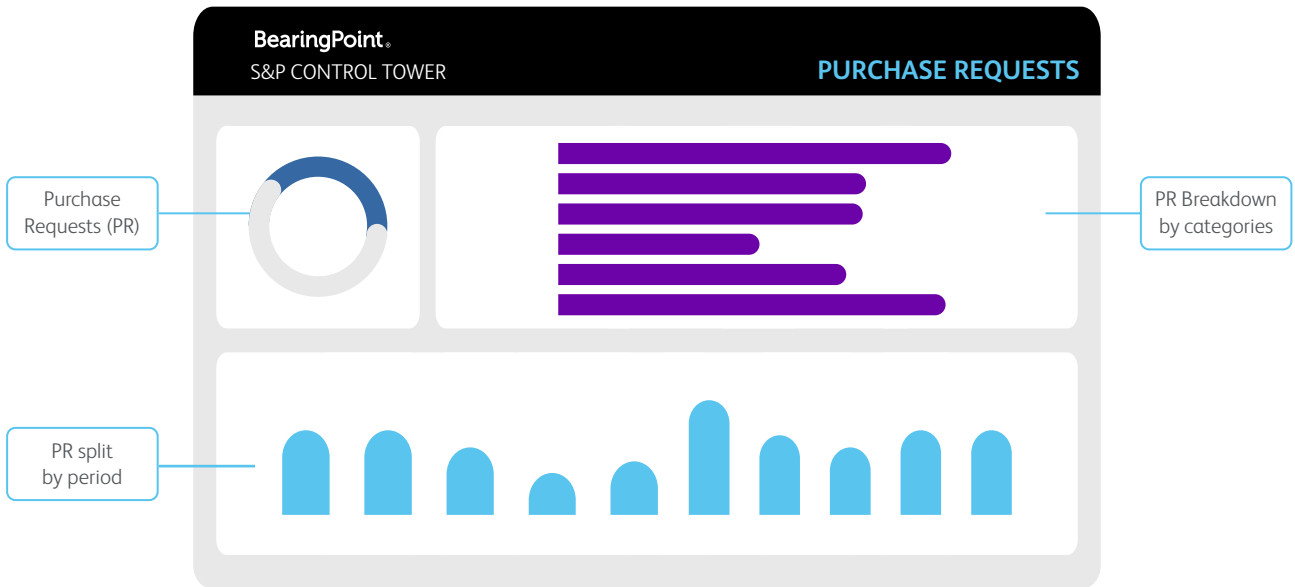
Monitoring the contracting of awarded RFQ

Our S&P Control Tower provides clear insights on the proportion of tenders awarded, but also point out the volume of contract under mamagement. To take 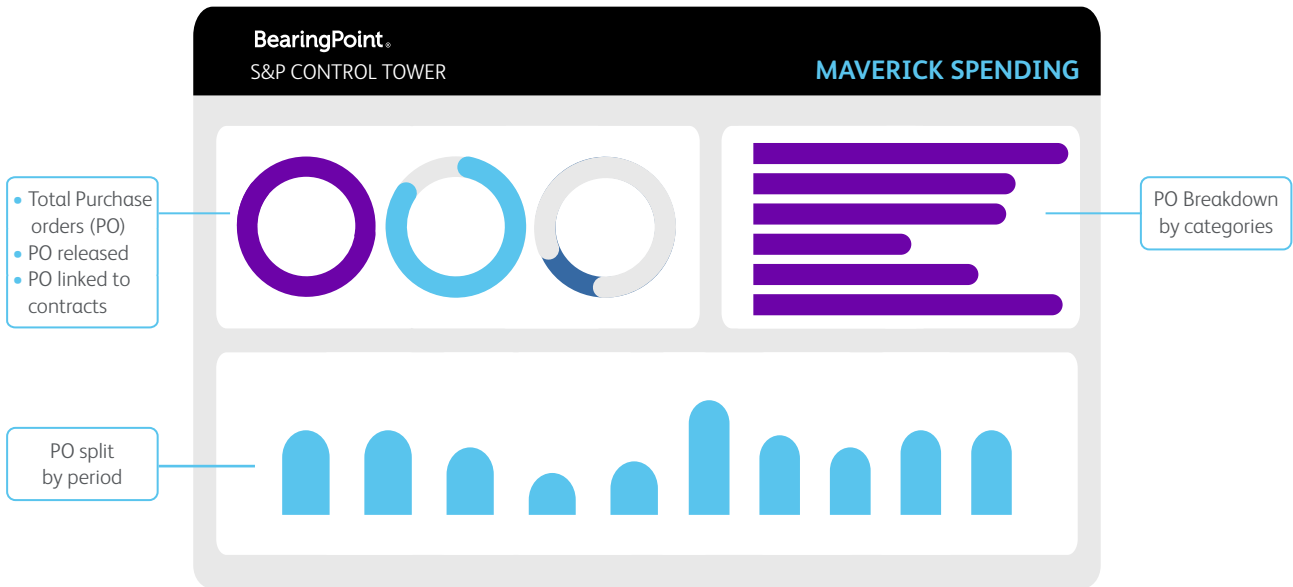this a step further, the application displays in parallel the breakdown of RFQ and contracts by category to indicate if they follow the same trend.

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S&P CONTROL TOWER — **NEGOTIATIONS**

- RFQ launched
- RFQ launched without PR
- RFQ by category
- Contracts signed
- RFQ awarded
- Contracts by category

Tracking down maverick spending

The final screen of the procurement funnel is momentous as it shows the transformation rate over time between PR and PO released. But most importantly, it highlights the volume of PO not covered by a frame agreement. This is a key indicators as those
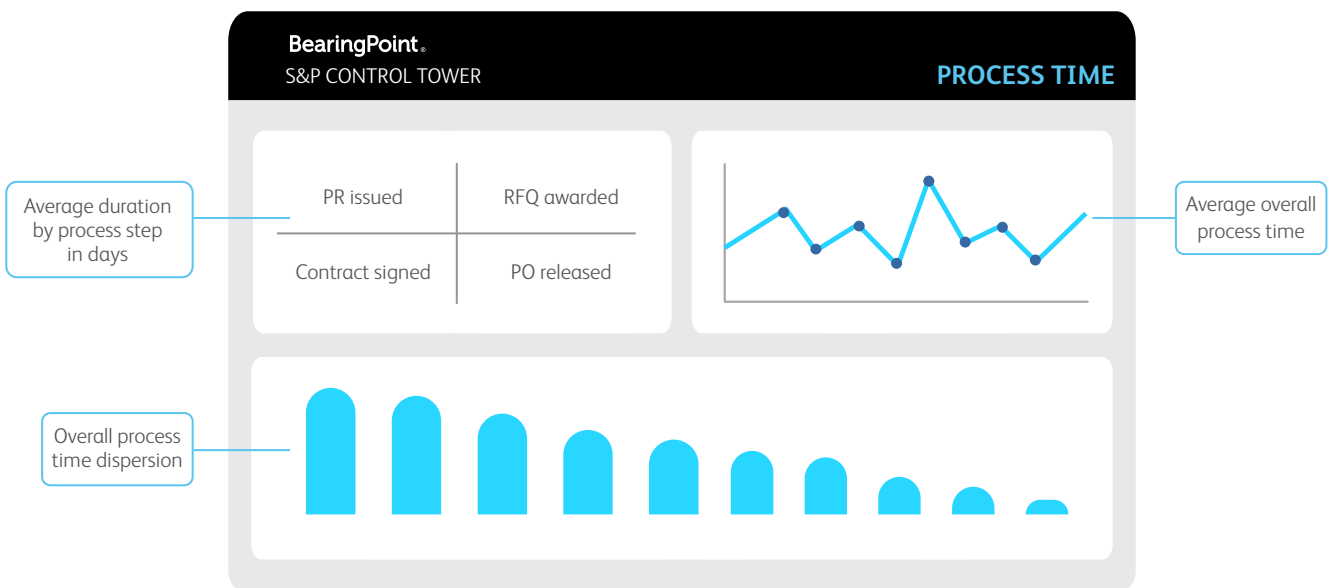
maverick spending as we call them can increase purchasing costs by almost 40 percent. By bringing most expenses under direct management, you gain the efficiencies and control that help reduce waste and keep costs in line.

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MAVERICK SPENDING

- Total Purchase orders (PO)
- PO released
- PO linked to contracts

PO Breakdown by categories

PO split by period

Keeping an eye on the global S&P Performances

You cannot lose sight of procurement lead time. This is a very sensitive data as any increases is likely to generate additional costs. Our S&P Control Tower gives you a breakdown of process
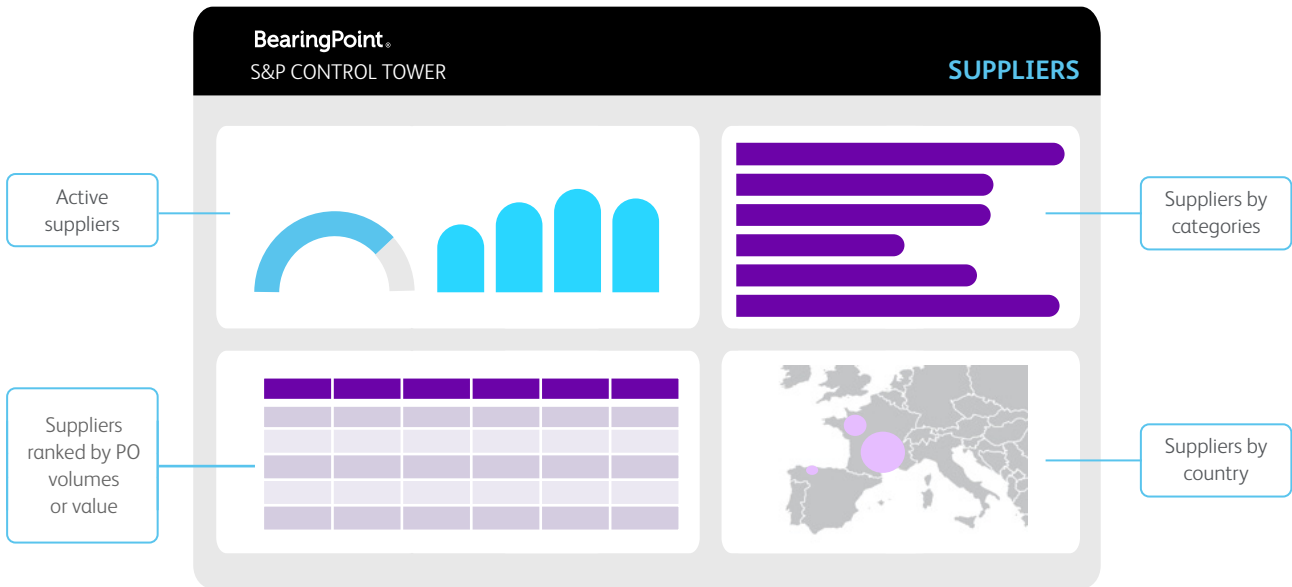
duration throughout the main procurement phases, from the PR first issue to the PO release. This will help you identify where the bottlenecks lie.

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PROCESS TIME

Average duration by process step in days

| PR issued | RFQ awarded |
| Contract signed | PO released |

Average overall process time

Overall process time dispersion

Know your suppliers base

The supply chains of most organizations have grown ungovernably large. It is not uncommon for global brands to possess thousands of suppliers. But as the supplier base increases, so does the third party risk. The first step in supplier rationalization is to find out which are active, where they are located and how much business you do with them. Our application displays all those information under a clear screen allowing you to drill down to the detail in a single click.

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SUPPLIERS

Active suppliers

Suppliers by categories

Suppliers ranked by PO volumes or value

Suppliers by country

Assess your savings

In order to estimates cost savings in Procurement you must consider the decrease between the previous cost paid and the new negotiated cost. You therefore need a reference baseline that you can follow over time. The S&P control tower records and displays savings and compares them to targets to highlight potential gaps. It also shows which category is performing best.

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SAVINGS

Savings status
Draft / Under negotiation / Agreed / Realized

Saving breakdown

Time distribution cumulative
Total saving / target

Category breakdown

A scrum approach in a limited time frame

Each customer case is different and that's the reason why we tailor our S&P Control Tower to your specific set up and needs using a scrum approach. We run a series of sprints during a tight schedule to build up the collection model, the data mapping & treatment and the final restitution within a lean dashboard.

At the end of each Sprint, we collect your feedbacks and adjust our development accordingly so the next release will give you complete satisfaction. This way we ensure that our application will deliver on its promises.

Once the final version is validated, we launch our **Hypercare program** to train your teams so they will become totally autonomous. We provide of course comprehensive instruction manuals so you could keep training future users & admins.

Detailed specs are shared with both your Business and IT departments so they could manage users, control data refresh, create new reports and edit the existing ones.

Five major benefits

01.
Extended spend control
Get a clear view of where your money goes and thus across your international footprint.

02.
Vendor rationalisation
See who are your top tier suppliers worldwide and streamline your selection according to their activity and performances.

03.
Negotiation leverage
Quickly identify which contracts need to be renegotiated according to the current terms and volumes under management.

04.
Process control
Monitor the compliance of the organization's activities with internal processes and efficiency target.

05.
Cost effective
Our solution doesn't require heavy IT investments nor expansive yearly license. Once delivered it could be easily maintained and enriched.

Contact us for a live demo session

BearingPoint ®

Continuous disruptive events keep changing market rules at an increasing cadence. Single and reactive measures are insufficient to stay ahead of the competition. A holistic approach is needed. For more than two decades, we at BearingPoint have been supporting many leading companies to reach the next level of sourcing and procurement.

Together with our clients, we develop new generation of procurement operating models by leveraging digital technologies across the end-to-end Source-to-Pay value chain. Along with advanced analytics, we support to drive smarter, more strategic business decisions that contribute to growth and innovation.

In an era of rising inflation and supply challenges it is becoming vital & urgent to put in place the right tools and processes that will help you to become more resilient. We can support you to regain control over uncertainty and disruption. We are experienced in implementing solutions that will easily connect with your ERP in order to synchronize and automatize your procurement, invoicing and payment while mitigating suppliers' risk. With an unified and centralized data platform at hand it will be easier for you to make faster and, above all, more informed decisions

Finally BearingPoint is strongly engaged in the race to emission zero. If climate change is also a sensitive matter to you as well, we can help you define augmented responsible sourcing strategy, in collaboration with your Suppliers. This is definitely a lever to get a stronger recognition from the market while doing good for the planet.

Contacts

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