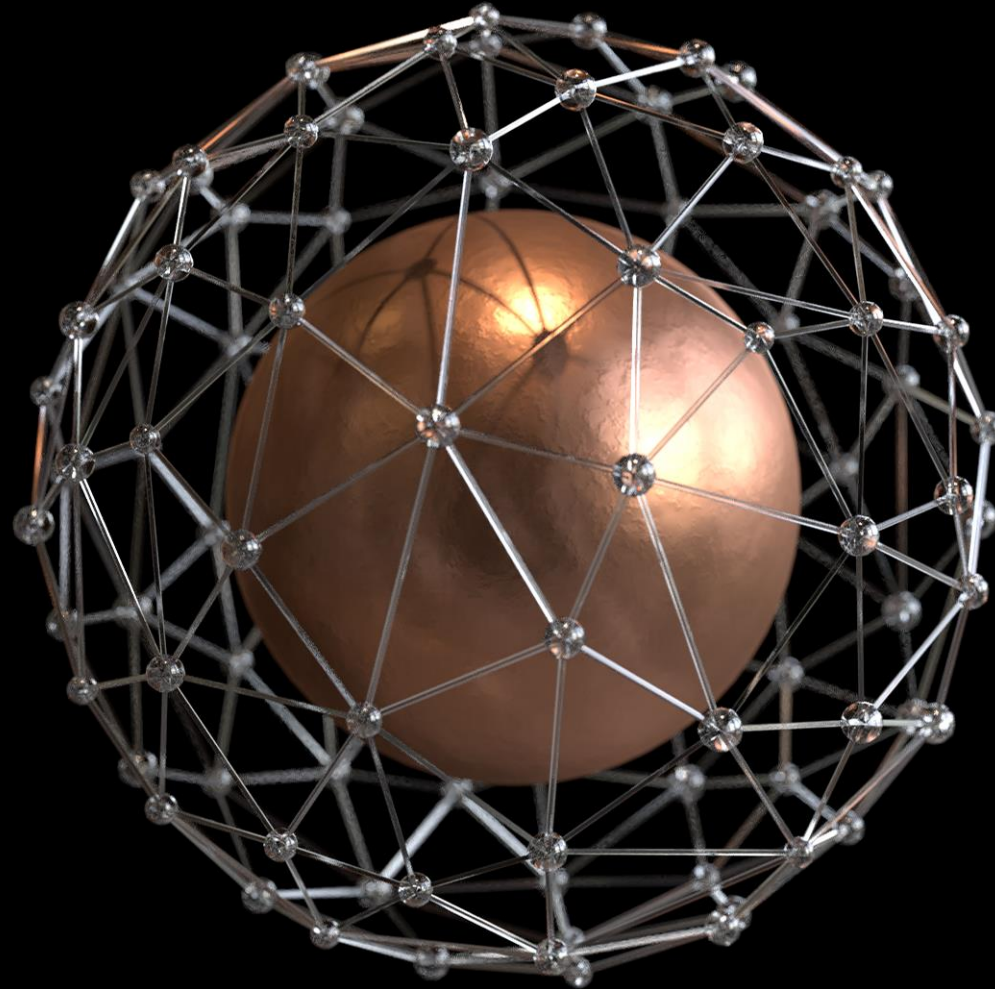


Deloitte.



The Deloitte Procurement Excellence HUB
We bring your Procurement organization
to the next level!

**MAKING AN
IMPACT THAT
MATTERS**
since 1845

About Deloitte

Deloitte is the leading provider of professional services worldwide and can draw on an international network of experts.



About Deloitte

We offer Procurement expertise that challenges existing processes and boundaries without losing track of the defined objectives.

Strong Knowledge Base

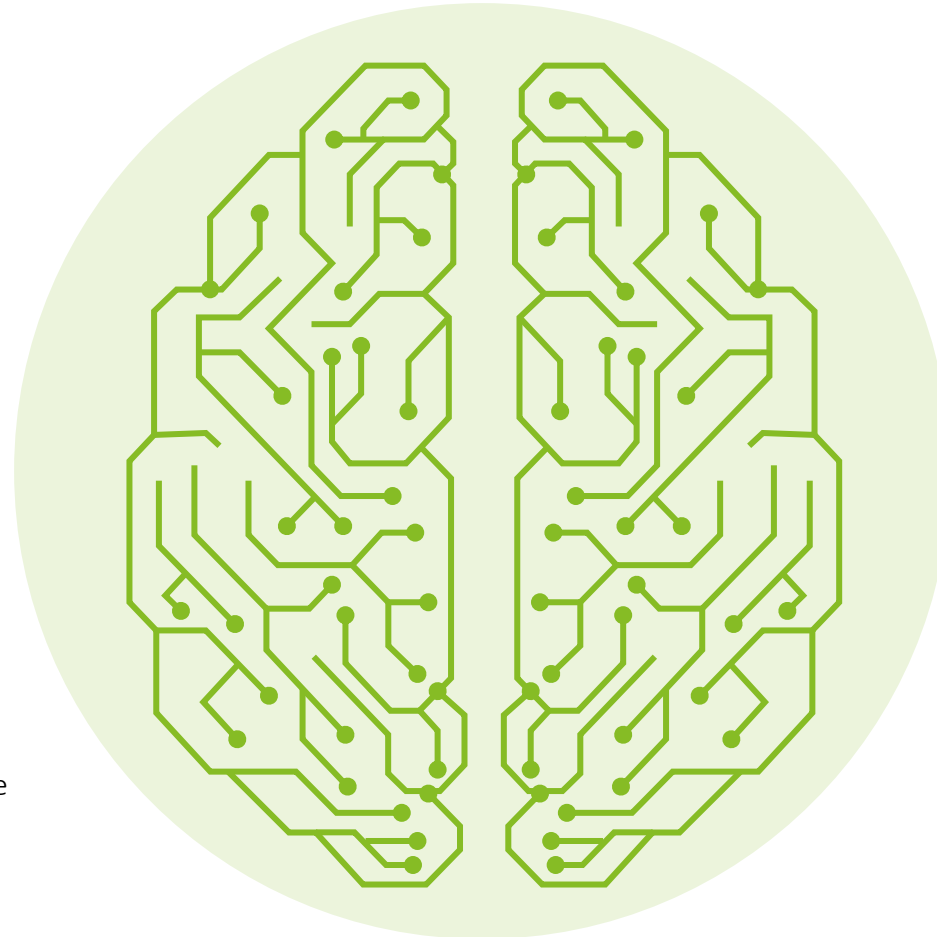
Deloitte has profound procurement experience in functional as well as technical fields. When going through a change, we are here to help.

Beyond Category Management

Procurement goes beyond category management. We make sure to properly align all involved Procurement activities with your core business strategy and mindset.

Strategic Partnerships

We cherish our close collaboration with both AkiroLabs and Cirtuo which is beneficial to all stakeholders involved. We make sure to provide you with the most suitable option.



Extended and Experienced Team

We can draw on an international network of experts. When facing a unique challenge or specific need, we know who to involve.

Communicate the change

Every transformation entails considerable changes in the way of working, and such changes require effective communication. Here our change management experts can support.

Procurement game

New solutions might require to re-establish existing supplier partnerships while looking out for new cooperation options. We empower your strategic procurement to face these challenges.

Potential challenges in daily procurement business – 6 enablers of change

We take a close look at your Procurement & Supply Chain units to identify pain points and challenges you face in your business.

Data, Reporting and KPIs

- Alignment of existing standards/ benchmarks within P2P is required to ensure on-going accountability
- Existing KPIs require (re)definition in order to establish effective reporting on key activities

Processes & Operating Model

- Business identifies the need to redefine existing processes & workflows with internal and/ or external stakeholders to ensure good practice
- Transformation/ Digitalization activities and resulting impacts on the operating model req

Technology

- Assistance in finding appropriate P2P tools and software is required
- Expertise is required in implementing P2P tools in alignment with overall processes & business strategies

Tools and Usage

- Key P2P tasks cannot be performed due to lack of in-house specialist
- Certain roles and responsibilities within the various P2P units cannot be filled appropriately to ensure processes run according to best practice

Strategy Development

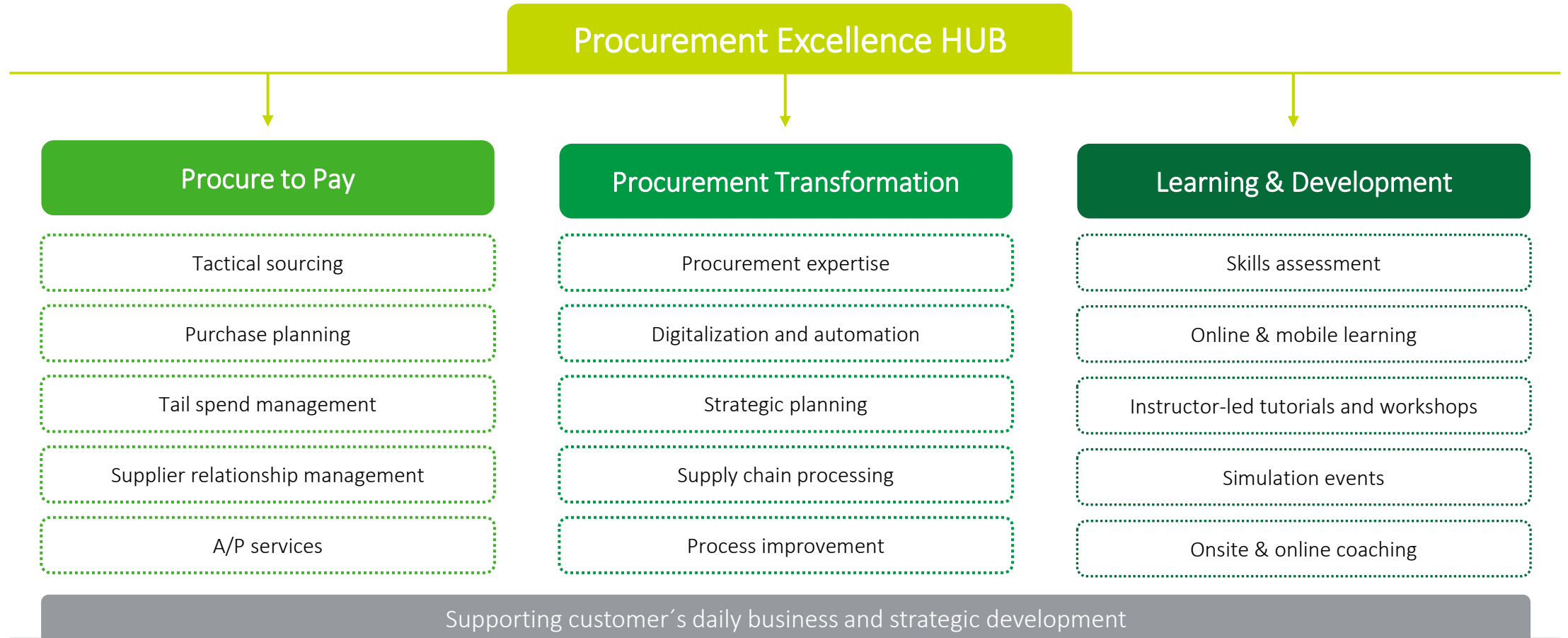
- Existing strategic approaches within P2P require redefinition to meet business requirements and/ or to respond to broader economic & social conditions
- P2P vision and approach need realignment with overall strategy and objectives defined

People and Development

- A coherent approach on learning & development on Procurement expertise is required and knowledge transfer needs to be accomplished accordingly
- Business identifies the need for training on P2P end-to-end software across all units involved

Introducing the Deloitte Procurement Excellence HUB

Our holistic approach is based on three pillars which we can draw on to empower our clients in their daily business as well as in their strategic development.



Procurement operations

Our portfolio comprises a one-stop-shop for everyday procurement tasks that might require on-hands support

Procurement Experts

You need an experienced sourcer, a supply chain specialist or an operational procurement expert? We can support you with an experienced professional to take over a role in your company for a defined period.

Our experts will support you with the daily business in procurement processes and help you to define in close alignment with the corporate requirements and business objectives new processes and standards.

End-to-end P2P process solutions for SMEs

An ever-evolving world requires also small and medium-sized companies to invest in the digitalization and automation of their business. In many cases costly P2P process solution software's bring small companies to the limit of feasibility.

We support SME clients on their way to the next level of automation in Procurement: we offer an end-to-end P2P solution that covers all activities and workflows - from ordering a good to its payment and reconciliation.

Our solution also contains the provision of the interface for your accounting system to the used P2P software.



P2P post go live support and training

With the wide expertise on P2P at hand, we support your users in acquiring knowledge about the software and processes as well as sharpen the hands-on skills of those already using the P2P tools.

We can provide text- and video-based training material as well as online tutor training sessions that can be customized to the various levels of the learners (beginner, intermediate, advanced).

Tool servicing

By drawing on our wide range of in-house expertise as well as our strategic partnerships, we offer online and on-site hands-on support when it comes to work with P2P tools:

Trufo SAP Ariba SAP Concur SAP Fieldglass servicenow

MobileXpense ORACLE workday Microsoft Dynamics 365 coupa salesforce

Procurement transformation

We are happy to assist in any transformation activities your procurement organization needs to face and provide you with our diverse expertise in change management.

Procurement scan

Deloitte can help you to get to the bottom of things with their own proprietary tools.

Procurement re-engineering

Deloitte is a recognized leader in evaluating, designing, and implementing technologies to enable best-in-class sourcing and procurement.

Enhanced user experience

Deloitte will work with you to challenge assumptions and taking end-to-end innovation from vision to reality.

Procurement technology

Deloitte deliver you advice through the implementation and the application processes, from both a business and a technology perspective.

Data analytics

Deloitte analyzes the cash flows and the ongoing organizational processes.

Supplier collaboration

The implementation and ongoing execution of Supplier Relationship Management (SRM) can be greatly supported by many of the latest procurement solutions.

Deloitte Procurement Academy

No matter the size of your Procurement team or the level of Procurement expertise – we offer you a comprehensive development offer that comprises 9 modules that are fully customizable to your individual requirements.

Competency and Skills Assessment



Create or refine competency profiles



DNA - Development needs Assessment

Learning



OPRA E-Learning



Mobile learning



Instructor-led webinars



Instructor-led tutorials

Coaching and Mentoring



Workshops



Coaching



Simulation events

Subject areas

The various learning modules cover five subject areas within Procurement:



Negotiation



Legal & Contracting



Supplier Management



Price, Cost & Value Management



Supplier Financial Analysis

Deloitte Procurement Academy

In our offer, we consider three following components that enable a learning experience customized to your requirements

Competency and Skills Assessment



Every client is unique and requires a different mix of training modes. The refinement of competency profiles relevant for your business will allow us to tailor a program that includes your preferred training modes and content. Our online skills assessment tool identifies skill gaps to develop a demand-led approach for the following individual's learning pathway.

Learning



With the profile and skills assessment completed, the learning pathway can be designed for each procurement employee. Our online catalogue enables the learner to study the topics online in their own pace while group-based learning can be conducted online and onsite via instructor-led webinars and tutorials. The content of the various learning modules is tailored to the requirements of your team.

Coaching and Mentoring



To apply up-to-date Procurement knowledge and expertise to your organization, we can provide 1:1 or group coaching as well as workshops and simulation events that illustrate real time situations. Throughout these events, we adopt a facilitative and interactive coaching approach to generate measurable learning and high- performance outcomes.

Our Team

Your contact for strategic transformation in Procurement & Supply Chain



Jan Janek | Procurement Excellence

Senior Manager

Consulting Strategy & Operations

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Jan Janek joined Deloitte in 2022, having in total more than 15 years of experience in procurement and governance transformation projects. Jan has mostly been engaged in multi-year transformations where he takes the advising role for senior management and executives. His ability to quickly identify gaps and inefficiencies within the organization allows him to design an efficient way how to reach a new procurement operation model combining new tools and techniques to achieve the set targets. In combination with his network of experts he can adapt his advice to a broad set of industries.

Expertise and relevant project experience:

- Developing a digital P2P governance strategy for a shared service center in EU
- P2P Transformation of Swiss Telecom corporation
- Cross country implementation of a centralized P2P solution within the largest CEE Bank Group
- Austrian rollout of a rooftop solar solution for business customers
- Automation of the A/P processes
- Advising the set up of an EU subsidiary of a US sporting goods production company



Clemens Huber | Supply Chain

Senior Manager

Consulting Strategy & Operations

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+43 664 805372817

Clemens Huber is the head of Supply Chain in the Austrian consulting team. He has 10 years of experience in the area of result improvement along the value chain and has repeatedly led projects for the optimization of plant logistics for Austrian industrial companies. Furthermore, Clemens has extensive knowledge in value creation programs having led several large programs, primarily with a focus on performance improvement. Clemens focuses on companies in the Industrial Products & Construction sector.

Expertise and relevant project experience:

- International engineering and construction company – Supporting the energy and raw materials procurement related to high price changes
- Global energy solution provider – Complexity costs reduction program
- European metals processing company – Manufacturing footprint optimization for the Austrian market
- Global basic materials group – Optimization of plant productivity to meet new environmental requirements
- Developing the transformation strategy for net zero for an energy supplier

Our Team

Your contact for Training & Development



Christina Stöbich | Procurement Excellence
Senior Consultant
Consulting Strategy & Operations
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+43 664 805372892

Christina Stöbich is as an expert in operational transformation projects with more than 10 years of experience in diverse backgrounds, including telecom, SME and social sector. She has focused on leading various procurement and sustainability projects in Austria. Christina's structured and lean approach together with extensive knowledge of procurement processes allows her to lead transformation and digitalization projects in various industries.

Expertise and relevant project experience:

- Rollout of a Continuous Process Improvement Program (CBPI) across various business units (Finance, P2P, T&I)
- Digitalization of change management processes - initiating and managing a sharepoint-based project tracking application for cross-business unit projects
- Implementation and monitoring of standardized learning & development program SAP Ariba
- Project lead implementation of performance reporting tool for NGO
- Roll-out of invoicing & reconciliation tool to optimize payment workflows
- Supporting of training concepts and evaluation according to benchmarks & KPIs



Thomas Ryl | Procurement Excellence
Senior Consultant
Consulting Strategy & Operations
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+43 664 805372803

Thomas Ryl is an experienced sourcing and procurement expert with 8 years of specialization in sourcing and Procure to Pay. In addition to his sourcing and negotiation skills, he has a great understanding of procurement processes with very good project management experience. Although being specialized in SAP products, he has an overview of other comparable products on the market.

Expertise and relevant project experience:

- Procure to Pay specialist and functional support for implementation and use of SAP Ariba Buying and Invoicing
- Procurement professional with focus on supplier relationship management
- Execution of sourcing events for new production lines
- Ongoing coordination with requesters regarding demand planning and sourcing of direct and indirect materials
- Procurement professional for direct and indirect materials



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