



corcentric™

What Procurement Organizations Need Most – Flexibility + Agility



Moderator– John Yuva



Managing Editor Institute for Supply Management®

John serves as managing editor for Inside Supply Management®, the flagship publication of Institute for Supply Management™ and the authoritative resource for procurement and supply chain management practitioners worldwide in organizations of all sectors, shapes and sizes.

John has worked in the publishing industry for more than 15 years — both in newspapers and trade publications. He began his career at ISM in 1999 as a senior writer before becoming editor and now managing editor. John holds his degree in English from the University of Northern Iowa.

Presenter – Joanna Martinez



SUPPLY CHAIN ADVISORS

Former CPO Cushman & Wakefield

Joanna Martinez is a global procurement / supply chain thought leader. Prior to founding Supply Chain Advisors LLC, she was global CPO for both Cushman & Wakefield and AllianceBernstein LP. Joanna also held executive supply chain positions at Diageo and Johnson & Johnson. She focuses on ways in which procurement and supply chain improvements help grow a business's bottom line. Today, she is a frequent lecturer and blogger on procurement topics and also provides coaching, strategy development, training, and cost reduction opportunity assessment.

Joanna was twice named a "Pro to Know". She was the recipient of Determine's first Client Excellence Award and has been recognized for innovation or customer excellence by American Express, Egencia, and Heublein. She was named a distinguished alumna by Rutgers College of Engineering.

Presenter – Vishal Patel



TRADESHIFT®

Director, Solutions Marketing
Tradeshift

Vishal spent 10 years as an industry analyst, researching and advising companies on procurement, supply chain and shared service strategies. He brings a thorough understanding of digitally driven market trends, technology innovations and best practices that can help enterprises improve performance, become more agile and drive business benefits.

He works to ensure that Tradeshift's solutions continue to deliver innovative capabilities while meeting customer needs.

Presenter – Constantine Limberakis



DETERMINE™
Vision. Insight. Control. 

VP of Product Marketing Determine

With over 15 years of experience in the software and consulting industry, Mr. Limberakis has held various roles in business development, market research, and product development. He is a published writer, and has been named a “Pro to Know” by Supply and Demand Chain Executive twice.

As Vice President of Product Marketing, Constantine is focused on strategic efforts for creating brand awareness by promoting new ideas around the evolution of contract and supply management.

Agenda

Change is Always at the Door

- Recent Market Conditions
- Pressures impacting the CPO

Why Agility & Flexibility are Important

- Where are you as a procurement organization
- A technology perspective

Applying the approach to “Source to Pay”

- Real use cases from the CPO
- Recommendations to consider

Change is always at the door



Disruptive innovation



Economic uncertainty



Hyper- Competition



Evolving Regulations

Recent Market Conditions

- Weak global economic growth in both developed and emerging markets
- Political changes (e.g., Brexit) creating uncertainty in global labor and financial markets
- The rise of isolationism/protectionism in countries traditionally open to global trade
- On-going unrest/terrorism in the Middle East, with no evident end to the crisis in Syria
- Commodity volatility putting pressure on economies dependent on Chinese growth
- Increased government regulations increasing the cost of managing compliance

Pressures on the CPO

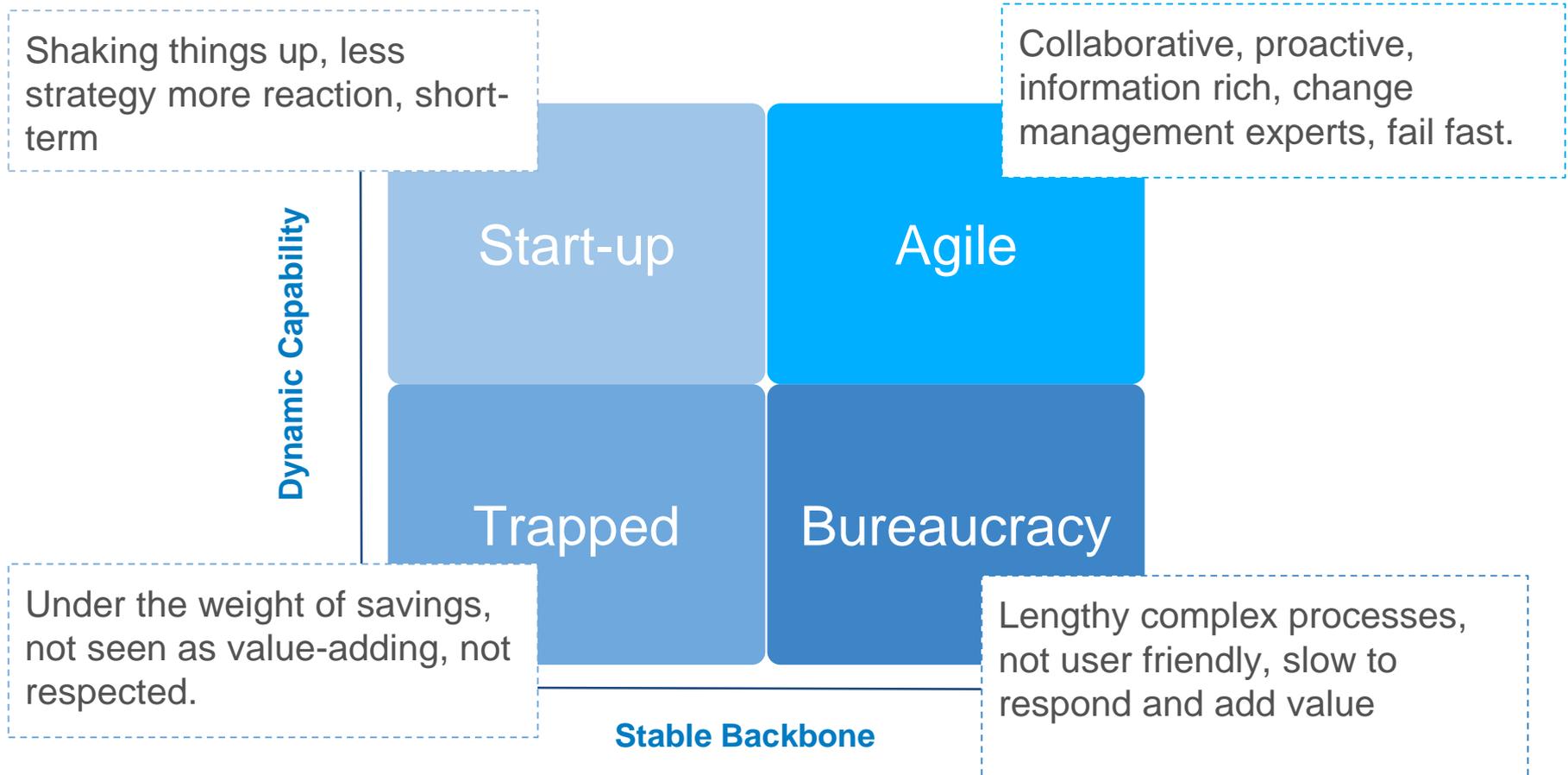
- Securing the proper talent internally
- Decision of insourcing vs. outsourcing
- Better alignment with finance and legal depts
- Increased involvement in risk management
- Involvement in executive decision making
- Investment in procurement automation

Why Flexibility & Agility for Procurement

- Agility and flexibility will matter as much as cost going forward
- The more digitally integrated the supply chain, the faster companies can respond to change.
- Digitized processes can be reconfigured far more quickly than manual processes
- Better, faster decisions and exchange of information
- Tapping into supplier expertise and innovation



Where are you as a procurement org?



Survey

Where is your procurement organization in it's journey ?

- Start-Up
- Trapped
- Bureaucracy
- Agile



Flexibility & Agility With Technology

Easy

User Experience, Adoption, Mobile capabilities

Digitized

Digital relationships, processes, collaboration

Collaborative

Easier, seamless collaboration internally & externally

End-to-End

No more siloed processes and information

Data-driven

Data is the new oil and procurement is a big desert

With a Flexible and Agile Source-to-Pay Process...

**CPOs can STOP doing
this**



- Growing revenue with help from suppliers
- “Information rich” allows for fast decision making and real management of contracts
- Better conversations with the C-suite: a broader agenda than cost reduction alone

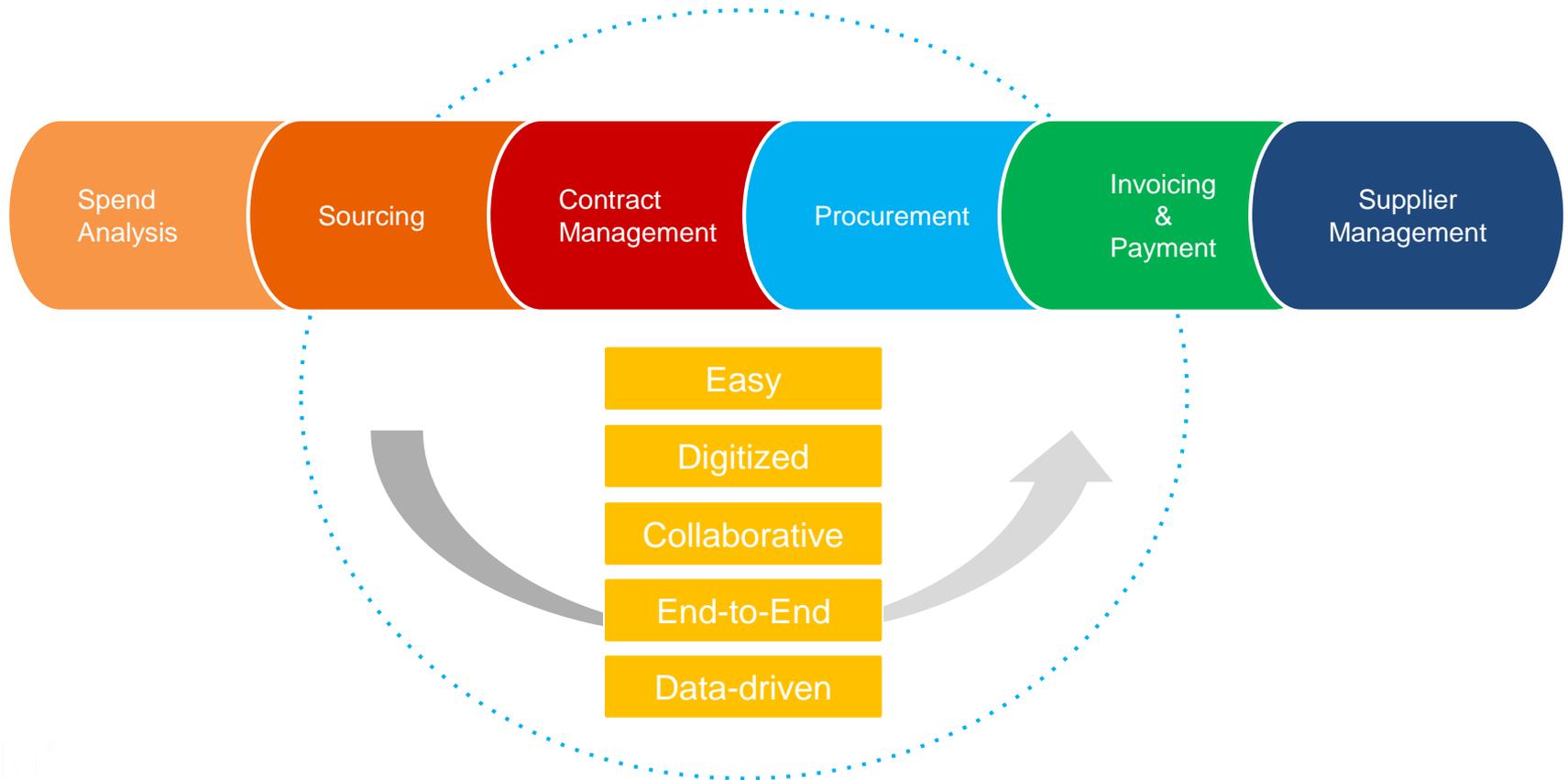
- Getting mired in calls from suppliers about payment
- Waiting, waiting, waiting for analyses to be completed
- Rushing renewal negotiations on contracts about to expire



**And CPOs can SPEND MORE
TIME adding real value**

Source-to-Pay

CPOs need to find the right combination of process and technology to create an environment that promotes an agile and flexibility within Source-to-Pay.



Spend Analysis

Definition: Easily analyze your spend behavior - what am I really spending? With whom am I spending? Am I getting what's promised?



“Analytics and Balance of trade”

Key Takeaways:

- Real-Time data
- Self-service driven
- Enhanced with 3rd party data

Sourcing

Definition: Leveraging sourcing techniques to maximize negotiating power through the use of RFX, eAuction and spend optimization



“Technology is the great leveler”

Key Takeaways:

- Broaden the definition of sourcing value
- Obtain a holistic view of vendors during sourcing engagements
- Integrate sourcing with end-to-end processes

Contract Management

Definition: The processes for best loading, authoring, collaborating and measuring the impact your legal obligations related to spend



“Surprise benefits”

Key Takeaways:

- Workflow driven - Insights at every step
- Contract management is beyond repository
- Collaborations with internal / external stakeholders
- Extending contracts for the masses

Procurement

Definition: Procurement process, accessing the right products and services from the right suppliers, requisitions, POs, etc.



“Aging tools, frustrated people”

Key Takeaways:

- Remove the barriers and keep it simple, intuitive
- Allow for collaboration
- Embrace maverick spend

Invoicing & Payment

Definition: Accounts payable process, receipt, processing and payment of invoices



“Broken supply chain”

Key Takeaways:

- Digitize, digitize, digitize
- Connect to your supply chain

Supplier Management

Definition: Supplier information, performance and risk



“Think of what you can achieve”

Key Takeaways:

- Establishing one source of truth approach
- Ensure that suppliers also get some value
- Create actionable insights for managing relationships

Overall Recommendations

- Acquire & Retain Better Talent
- Better Alignment with the CFO
- Improve Risk Management
- Contributing to Executive Decision Making
- Invest in Connectivity, Process Digitization & Automation

Q&A | Panelist Contact info



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