



# Procurement & Supply Chain

How can you push the digital transformation of your Supply Chain?

by Michael Kaysersberg, Partner

“ *Having an agile Supply Chain and a Procurement ecosystem that helps to stay ahead in a digital world is a challenge for organizations across all industries.* ”

To persist digitization, interdependency of decreasing in-house value-add siloed business units, global competition, and increasing demand for access market volatility to external product and increasing complexity, internal needs and external capabilities need to be linked. Procurement emerges rapidly across all industries and entities of a company.

*Procurement ecosystem 4.0 unleashes competitive advantages through cost-reduction*

As a result, world leading enterprises struggle to stay ahead of the competition they used to dominate. This includes Procurement organizations. Global competition in volatile markets, Procurement model into a future-ready Procurement ecosystem 4.0 unleashes competitive advantages through cost-reduction by implementing agile Supply Chain solutions and enables transparency of processes along the SC for all stakeholders to boost cross-functional synergies.



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*Detailed client references can be provided upon request.*

With shift comes change: we have identified four key levers that will help organizations advance their Procurement 4.0-readiness:

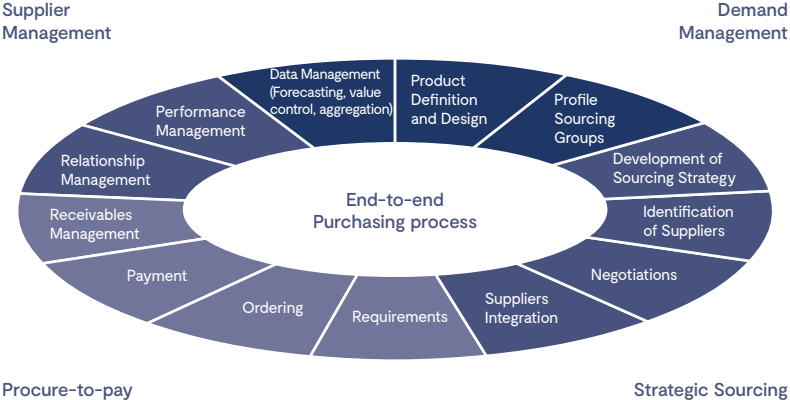
- 01** An “ecosystem” linking internal Procurement teams with external experts (e.g. from supplier side) fuels (product) innovation processes and ensures leadership in technology and market expertise
- 02** Cross-functional instead of siloed expertise required: Procurement 4.0 is linked to IT-based and digitized processes, product development and marketing
- 03** Disruption of traditional Procurement models implies new ways of thinking and working – within the unit and on executive level
- 04** Future-ready Supply Chain solutions:
  - aim close to the business
  - institutionalize more frequent adaption rhythms to adapt SC strategy to new realities
  - are interlinked with digitized processes within the organization



# Perspectives

Our Procurement & Supply Chain practice combines a pragmatic, hands-on approach with strong expertise in top-tier strategy- and management consulting.

IAC "Smart Margin" is a holistic approach aiming for both quick-win-results and sustainable Procurement processes:



# Analytics & Savings



■ Analytics    ■ Savings

**Our name is our promise:**

- **Innovate.** We know how important an innovative Procurement unit 4.0 is. Our approach delivers not only cross-functional synergies. It is also proven to be a cost-reduction lever that helps to strengthen our clients' competitiveness in a sustainable way.
- **Accelerate.** Once the strategic framework for the unique challenges our clients are facing is in place, we accelerate: An agile, state-of-the-art project management steers our Procurement initiatives. Strategic subjects are conveyed through hands-on workshops with all involved stakeholders – internal and external. That ensures success in onboarding, implementation of new ways of working and sustainable organizational change.
- **Challenge.** Our value for the clients lies not only in successfully accomplished missions. We demand an open exchange with our clients. We want to challenge, not to serve. By challenging Procurement processes, ways of working, traditional habits and organizational structures, weaknesses and potential future pitfalls can be disclosed, opportunities identified, change initiated.

