

**Datan ja tekoälyn avulla kohti kestäväää ja ketterää  
hankintatoimea**

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Poromies?



Sievon perustaja  
Procurement Analytics SaaS

# Agenda

1. Wider procurement mandate
2. The Dataplosion
3. Closing data-to-action gap
4. Sievo

**Savings for CFO are required, but not enough** mastering a wider scope of domains and stakeholders has become the license to operate for companies and for procurement



Sustainability



Diversity



Carbon



Risk

# Procurement is a great leverage point for costs and beyond

For large enterprises

**60-80% of costs**

are influenced by procurement

For large enterprises

**60-80% of everything**

is influenced by procurement

- CO2 emissions (Scope3)
  - Risk
- Innovation
- Diversity



# Procurement has an opportunity to be in the driver's seat for these new challenges

To take the lead, procurement must develop new capabilities:

- Strong relationships with [new internal stakeholders](#)
- Mastery of [new definitions and concepts](#); Capability to [link](#) “procurement lingo” to “sustainability/supply chain/diversity/carbon lingo”
- [Following](#) rapidly changing regulatory setup
- Capability to [capture and process new data sets](#)

.... But how to do this, whilst available resources are not increasing?

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Data is the new oil.

Happy rich **Norwegians**  
have the oil, but who has  
the data?

Dall-E prompt for “Rich, happy  
norwegian in style of digital art”



# Procurement is the key information boundary between company and upstream ecosystem

## Upstream ecosystem

Suppliers

Commodities

Currencies

Technology innovations

Regulatory



## Downstream ecosystem

## Sustainability



## Supplier Collaboration & Innovation



## Market Intelligence



## Sourcing



## e-Procurement



## Marketplace



## P2P Suites



## Cash & Payment



## Data & Analytics



## Contract Lifecycle Management



## Procurement Performance Management



## Risk & Compliance



## Supplier Management



## VMS



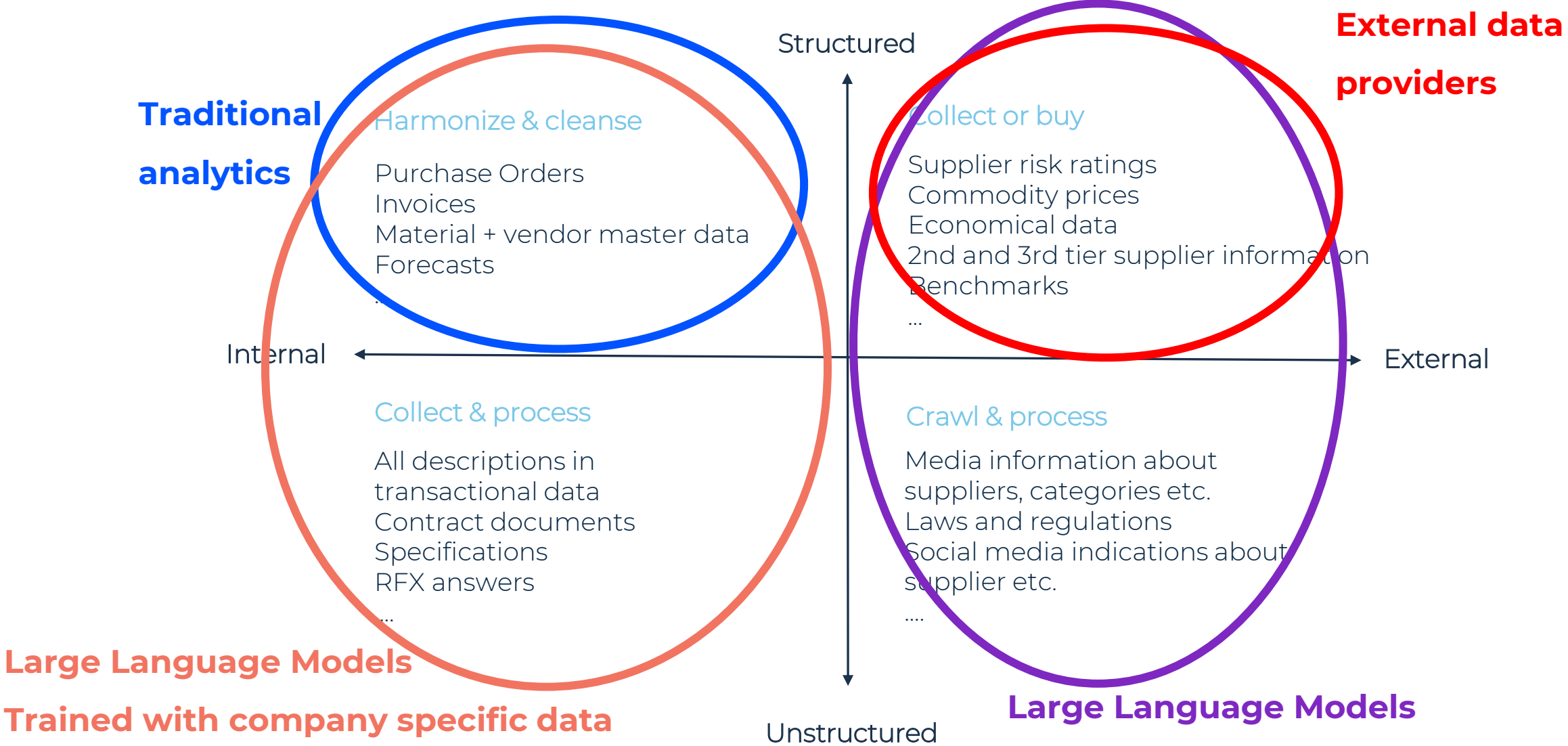
## S2P Suites



## Ecosystem Collaboration Partners

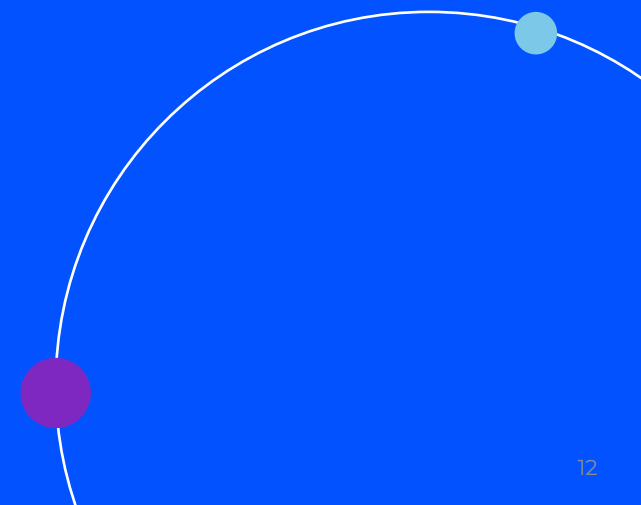


# Making sense of data is now possible at completely new scale



Internal structured data represents **1%**  
of all data relevant for decision making

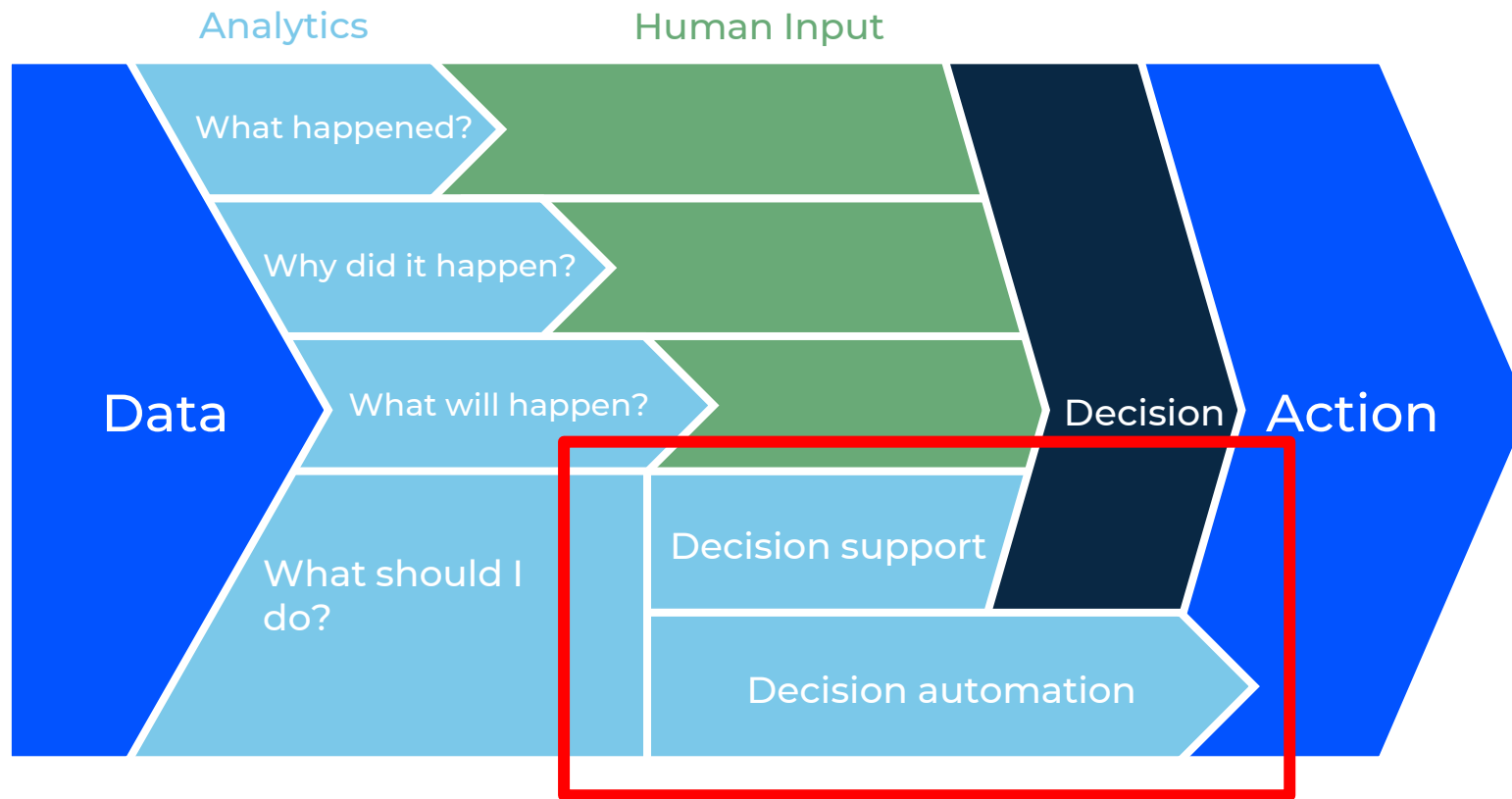
Processing other kinds of data has required  
human attention, but this is about to change



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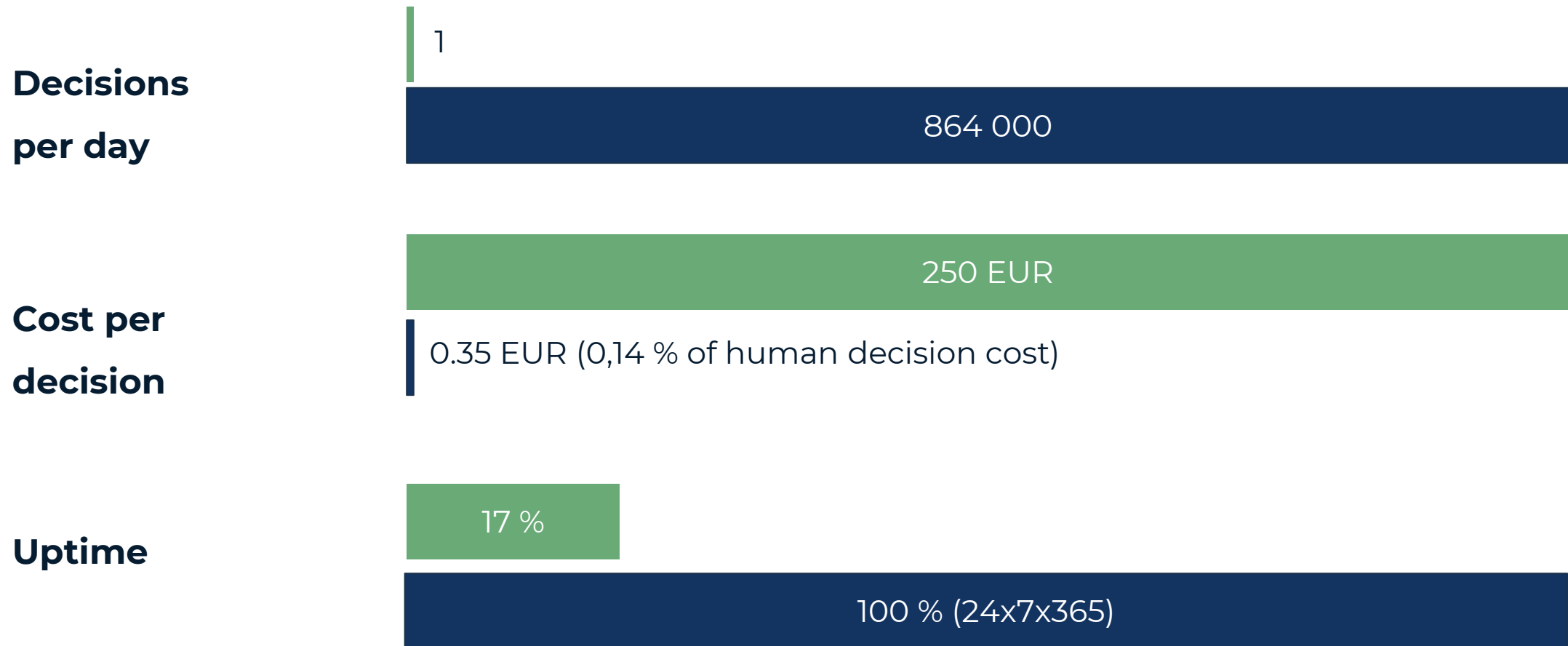
# Analytics has zero value. Actions drive the value.



**Closing data-to-action gap unlocks lots of value**

# Automated decision making is vastly *different*

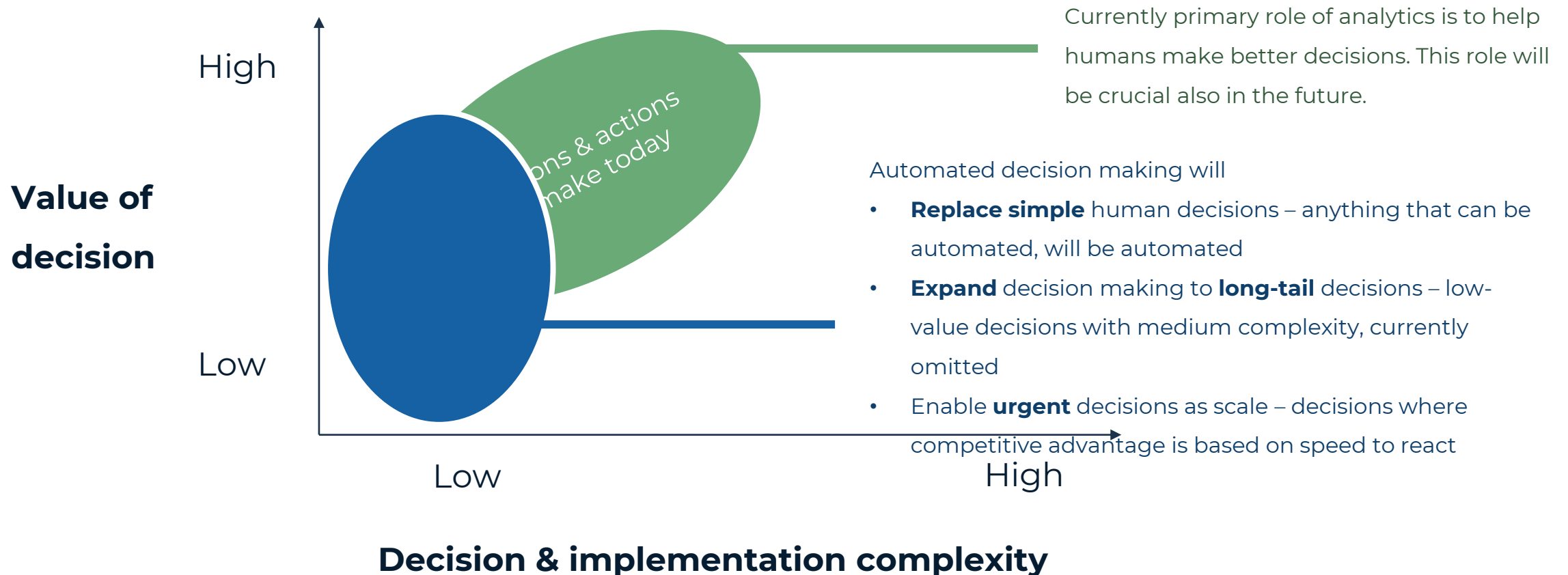
Even if automated decision making would lose on decision quality, it's so superior in many ways that there are ample use cases for automated decision making.



Human decision making

Automated decision making

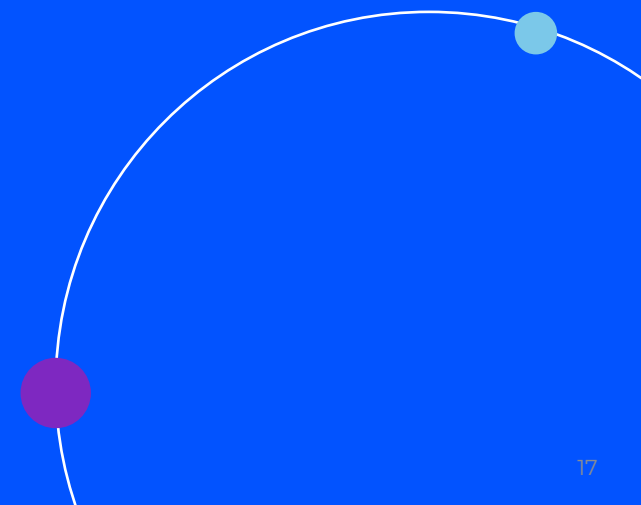
# Automated decision making will complement human decision making





Data driven procurement is not  
about better decisions.

It's about faster decisions.  
And more of them.



What are the  
decisions you are  
currently *not* doing,  
and could automate?



# Implications:

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All **data** that is NOT company specific will become **commodity** – invest in master data management very selectively. Capability to **combine internal and external data at scale** is key.

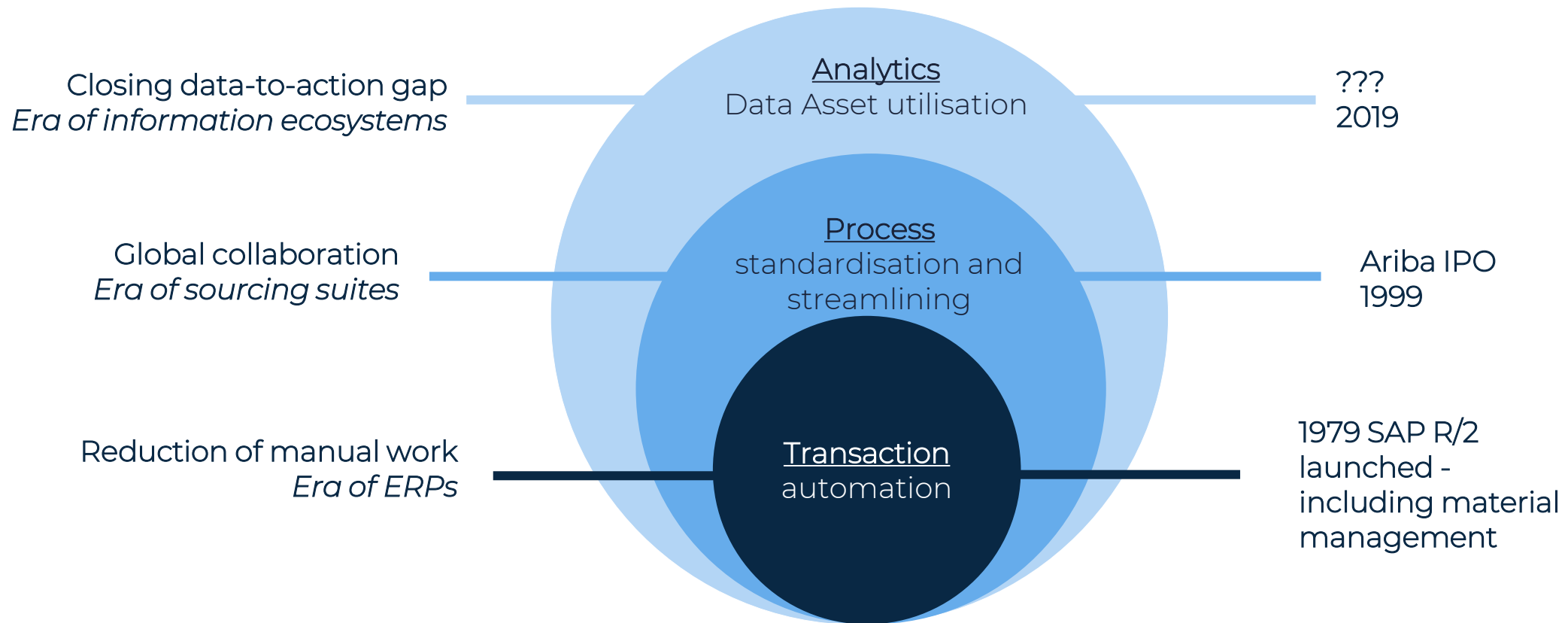
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Drastically lowering decision making and sense-making costs will change how we interact with suppliers **from event based to a continuous activity**. We can allow for much more interactions and much more suppliers.

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Capability to drive actions at scale will create a competitive advantage. Most of the value is created by **automating what we currently don't do** and doing everything at 100x speed.

# 3rd generation of procurement tech – information ecosystems



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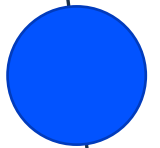
## Procurement Analytics Software-as-a-Service



Transforming dirty procurement data assets to **better decisions**



Save money, manage risks, forecast costs, develop more diverse supplier base, reduce CO2 footprint and act more sustainably

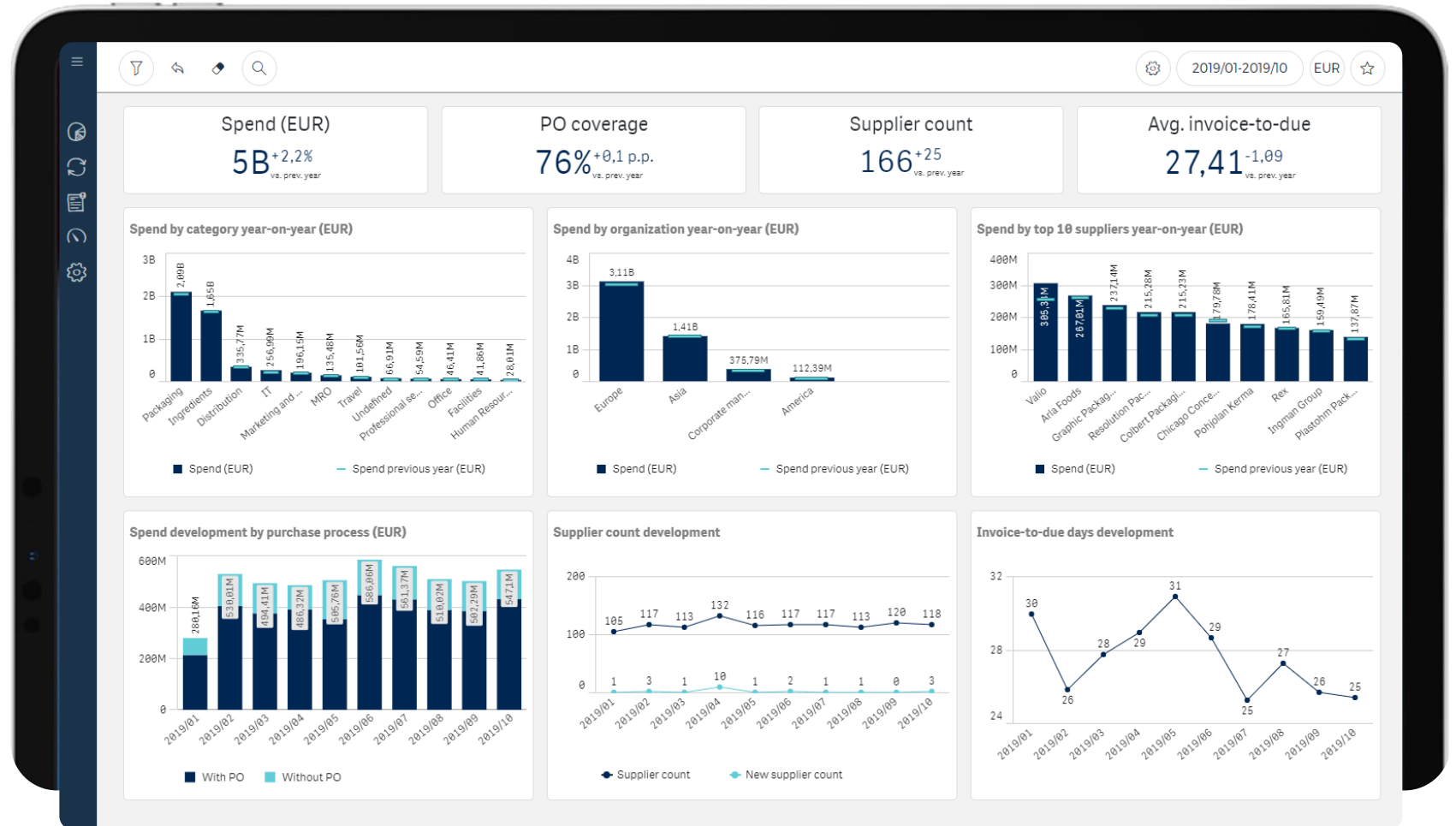


# Co-creating digital procurement future with leading organizations



# Old generation of procurement analytics was focused on providing reliable visibility

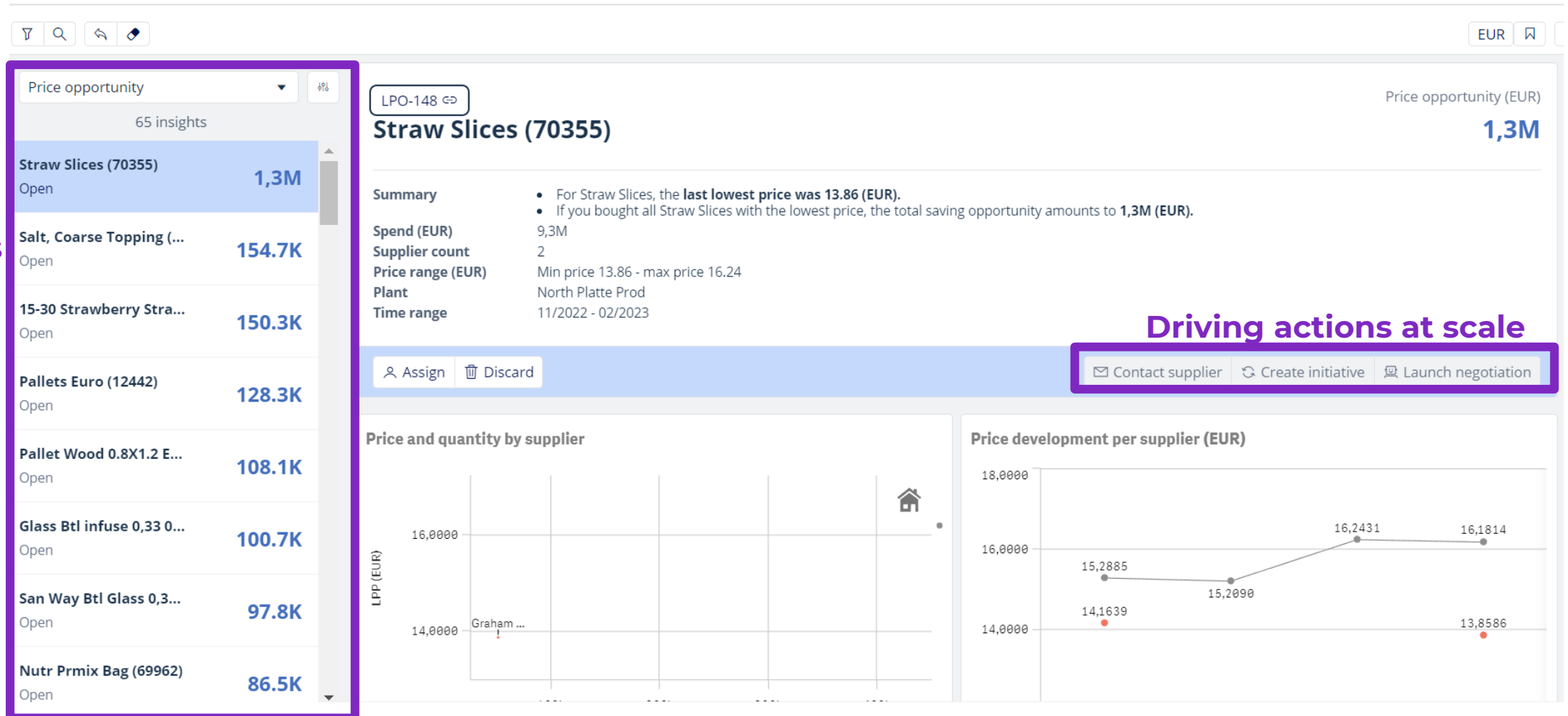
Providing reliable visibility



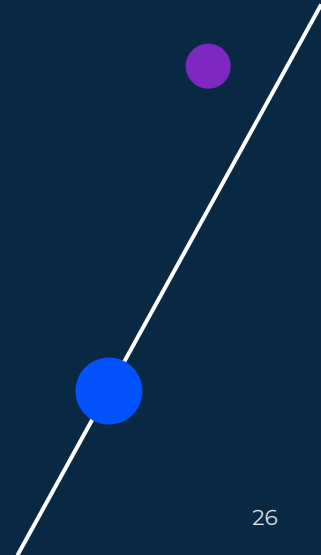


# New generation of procurement analytics identifies opportunities (and risks) at scale and drives actions

Identifying opportunities at scale



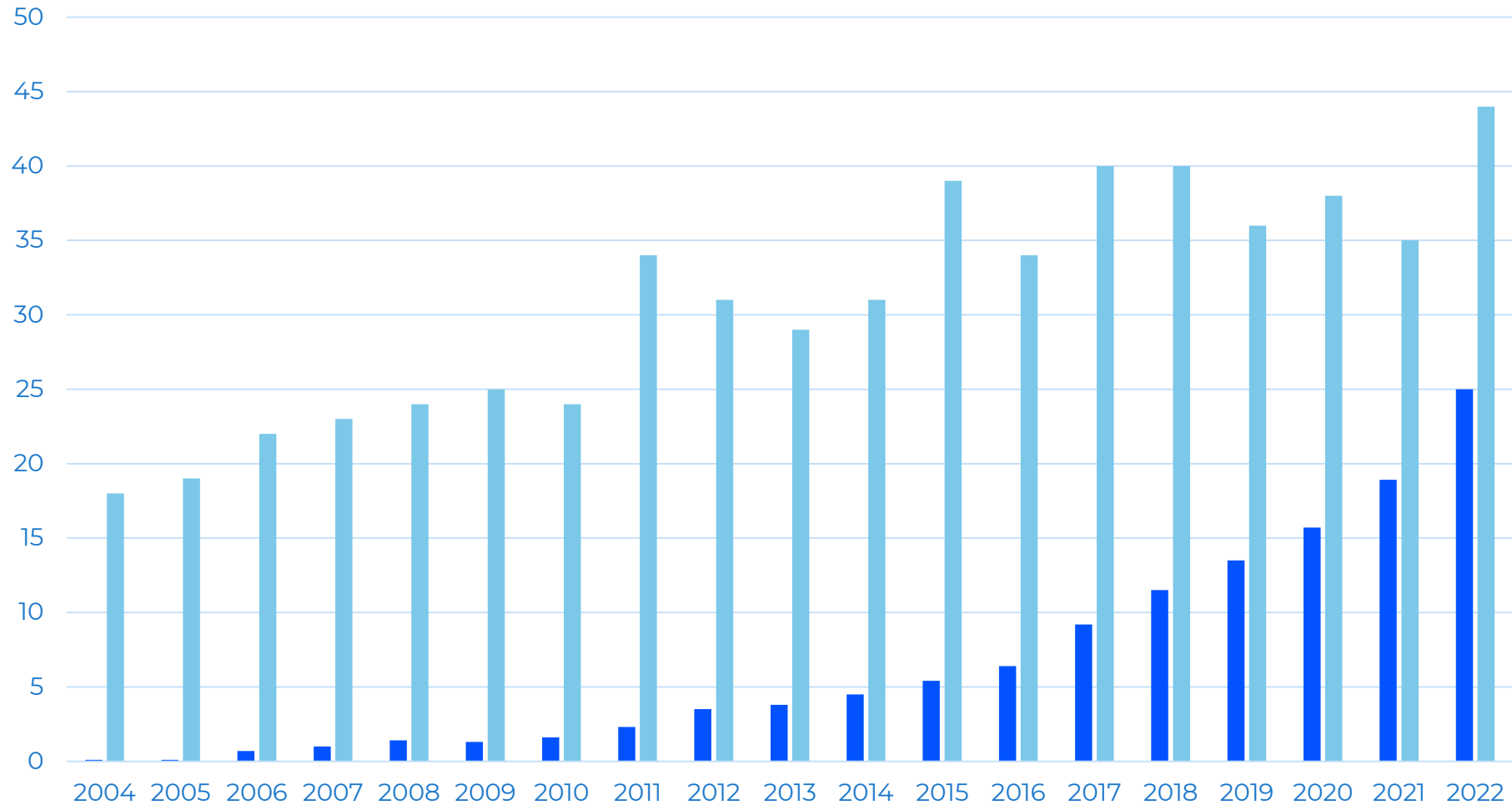
But what if...





Olisiko poronhoito ollut kuitenkin parempi vaihtoehto?

Q: Mikä on Suomen porotalouden kokonaisliikevaihto?



Sievo Revenue

Total reindeer farming industry in Finland\*

\*<https://paliskunnat.fi/py/materiaalit/tilastot/>

# Thank you!

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