### Sievo

#### Datan ja tekoälyn avulla kohti kestävää 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

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#### 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



### 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



Plu         Procurement Technology Landscape 2021         ScoutLa							
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				September 2020			

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## 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.



# Automated decision making will complement human decision making



#### **Decision & implementation complexity**

# Data driven procurement is not about better decisions.

It's about <u>faster</u> decisions. And more of them. What are the decisions you are currently *not* doing, and could automate?

### Implications:

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.

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.

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



### Agenda

1. The Dataplosion

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- 4. Sievo Making Tech Work

Sievo



#### **Procurement Analytics** Software-as-a-Service



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

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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 opportunties (and risks) at scale and drives actions

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### But what if...



### Olisiko poronhoito ollut kuitenkin parempi vaihtoehto?

### Q: Mikä on Suomen porotalouden kokonaisliikevaihto?



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



# Thank you!

### **Connect on LI**

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