**IGNITE PROCUREMENT** 

# **General introduction**

Providing clarity to drive responsible decisions





## Who we are....

We empower companies around the world to make smarter and more responsible procurement decisions with our technology, customer support and expert partners.

We know we are doing well when you do well!

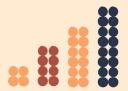




## **Delivering features & functionality tailored to your needs**

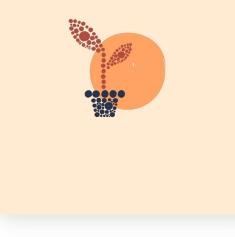
#### PROCUREMENT ANALYTICS

CONSOLIDATE & CATEGORIZE YOUR DATA FOR FULL TRANSPARENCY AND SAVINGS ENABLEMENT



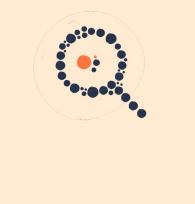
#### CARBON ACCOUNTING

ESTIMATE AND REPORT ON YOUR SCOPE 3 EMISSIONS AND ESTABLISH BASELINE FOR NET-ZERO JOURNEY



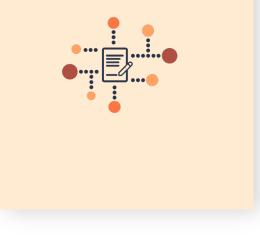
#### SUPPLIER MANAGEMENT

GET FULL OVERVIEW OF YOUR SUPPLIERS, ASSOCIATED RISK AND COLLECT DATA THROUGH SURVEYS



#### CONTRACT MANAGEMENT

COLLECT YOUR CONTRACTS AND ASSOCIATED DATA FOR VISIBILITY AND EXPIRATION REMINDERS



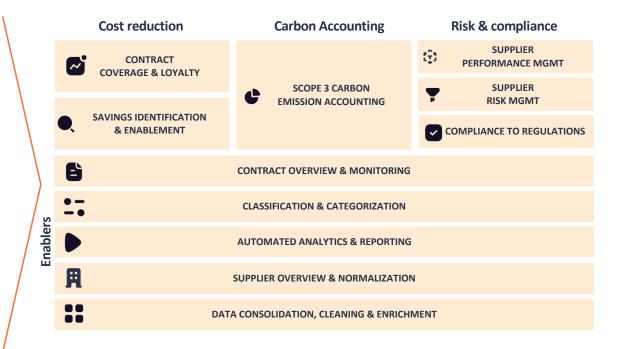


# Ignite empower procurement teams to address their key challenges and opportunities

Ignite is built to collect, structure and enrich data...

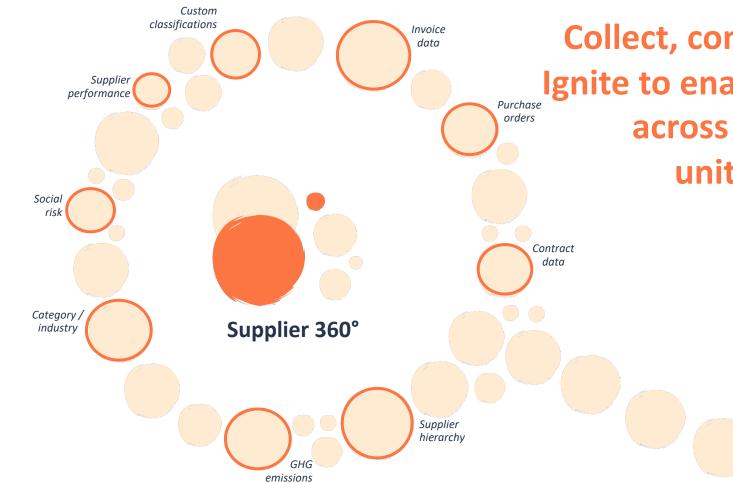


... to efficiently address key procurement challenges





## **Enabling a 360° perspective on your suppliers**



Collect, connect & enrich data with Ignite to enable holistic perspectives across your suppliers, business units, categories, items, etc.



## Efficiently connecting data across your systems

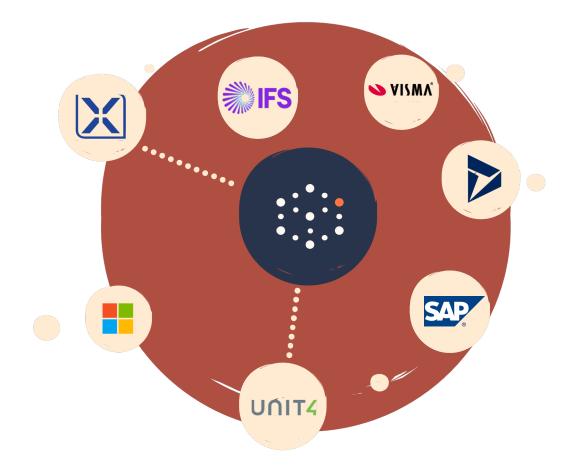
#### Built to seamlessly connect data from various sources Examples:







#### **Experience integrating data from 20+ systems**





## ...enabling fact-based approach to your key challenges

Selected examples from Ignite Procurement

# Identify your best savings opportunities

# Estimate and track your scope 3 carbon emissions

# Get overview and ensure responsible and compliant suppliers

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	SAFETEY FIRE AS	956249799	High	Norpe	Low	15	Assessment required	Nes		
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	LAST HOUSE AS	994575775	Low	Norge	Low	45	Low rbk; no assessment required	Yes	First House AS	
	SECFLOW PP INC	947379754	Medium	Norge	Low	30	Low rblc no assessment required	Yes	Cordes & Groefe KG	
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	TELECOM AB	556003-4249	Low	Suntige	Low	30	Low risk no assessment required	Yes		
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	ASPAS	960500202	Low	Norge	Low	60	Low risk; no assessment required	Nes		
	JOHAN SVERDRUP GAS STATION AB	556000- 6824	Low	Swange	Low	15	Low rblc no assessment required	Yes		
	LEASING AS	945036775	Low	Norpe	Low	45	Low risk; no assessment required	Nes	LINCOLN TOPCO PTE LIMITED	
	INDPIECO	910478646	Low	Norge	Low	15	Low risk; no assessment required	Nes		
	TOWERCHANE AS	979926464	Low	Norge	Low	30	Low risk; no assessment required	Yes		
	CONVENIENCE AND SOAPS AS	911161230	Medium	Norge	Low	30	Low risk; no assessment required	Yes		
	DRY CLEANER AS	920151246	Medium	Norse	Low	20	Low risk; no assessment required	Yes		

#### Ignite Procurement offers deep opportunities to turn data into tangible business value



# Building continuous relationships with our customers to facilitate mutual success

- Ignite configured and data validated
- Superusers trained and independent
- 2 use cases realized



- Data integrated
- Complete 1-2 use cases set at the end of onboarding
- Executed roll out strategy incl. adoption and change management

SUCCESS

- Define long term strategy for recurring mutual success
- Mutual success case published
- Align on prioritization of new problems to be solved







#### **CUSTOMER STORIES**

# AutoStore realizing 5.5% cost reduction using Ignite's solution for supplier negotiations

21

# Cicket and the second s

automated warehousing

Revenue: ~0.3 bUSD

FTEs: ~350



Supplier negotiations conducted using Ignite's solution and methodology

### 5.5%

3.2 MUSD in reduced cost resulting from the 21 supplier negotiations



Krysztof Brzozowski Purchasing Manager

"

By displaying data in charts, graphs, and dashboards, Ignite gave us the power to interact with our data. We got the numbers we needed for selecting and conducting fact-based savings projects



\$



Improved payment time (42 to 54 days) resulting in a ~2 MUSD one-time value



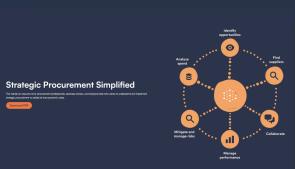
# Check out our <u>webpage</u> for relevant procurement content and inspiration



#### Templates



#### ...and much more



# Template: Renegotiation Meetings Conduct structured and fact-based renegotiations by using this meeting template. 1. Overall

















Strategic Procurement. Digital. Data-Driven. Smarter