

IGNITE PROCUREMENT

General introduction

Providing clarity to drive responsible decisions

2023



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!

50+
Employees



100+
Customers

\$100b+
Spend



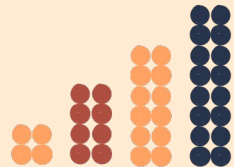
Partners & acknowledgements



Delivering features & functionality tailored to your needs

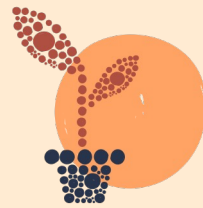
PROCUREMENT ANALYTICS

CONSOLIDATE & CATEGORIZE YOUR DATA FOR FULL TRANSPARENCY AND SAVINGS ENABLEMENT



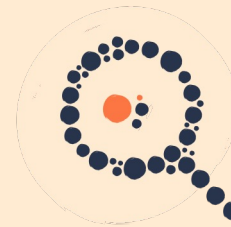
CARBON ACCOUNTING

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

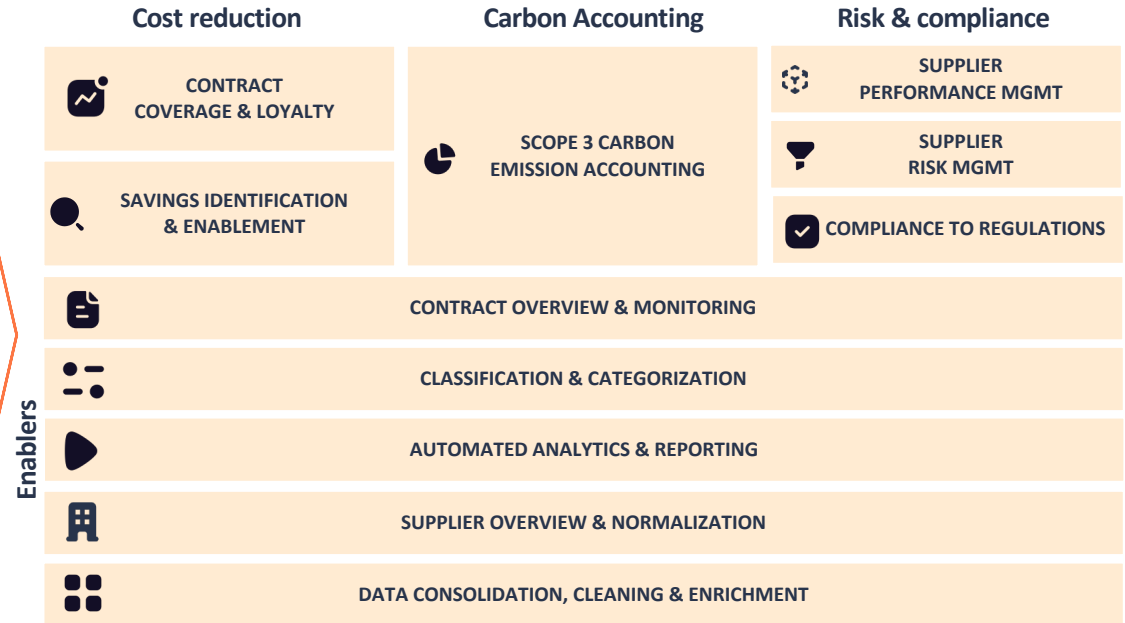
COLLECT YOUR CONTRACTS AND ASSOCIATED DATA FOR VISIBILITY AND EXPIRATION REMINDERS



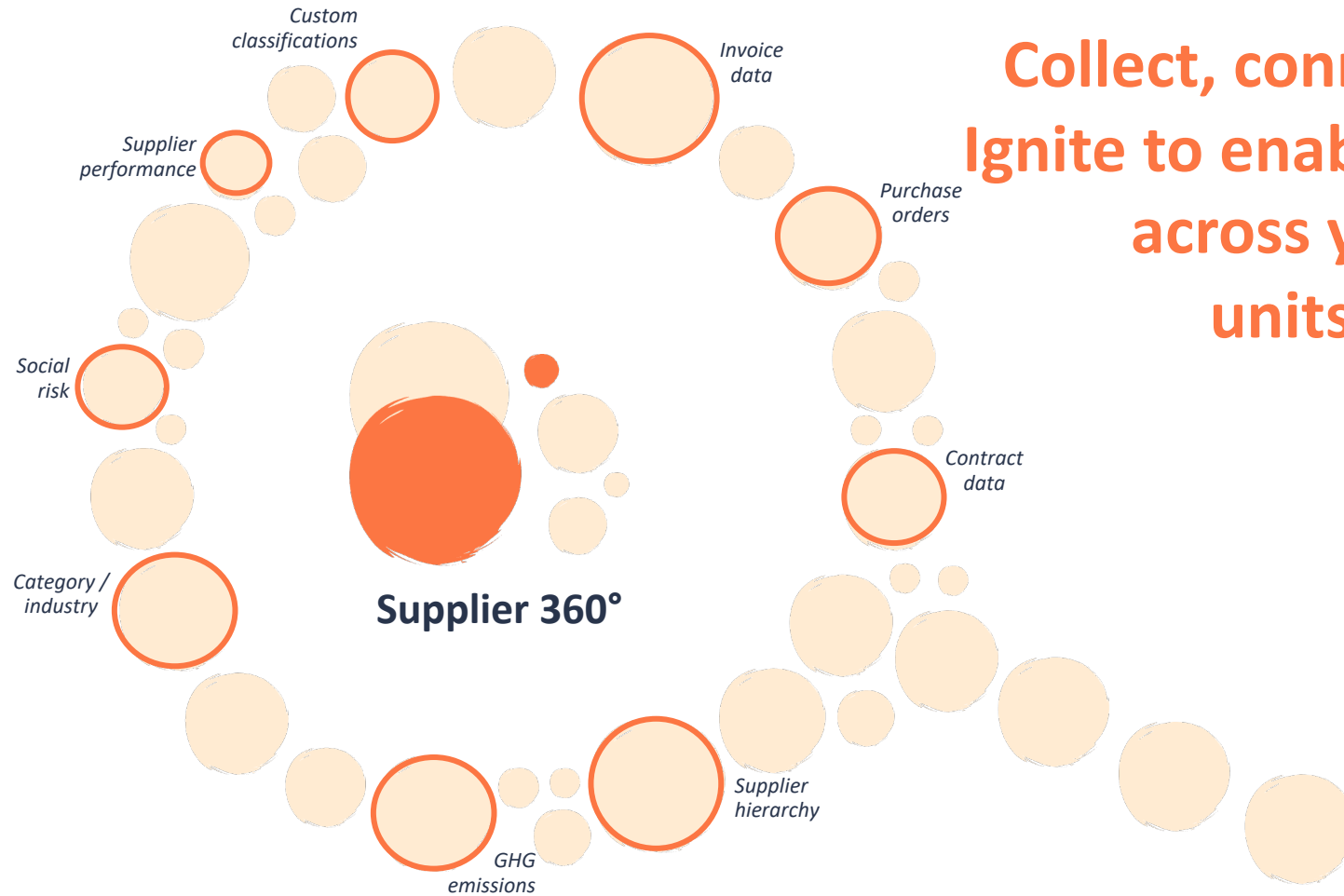
Ignite empower procurement teams to address their key challenges and opportunities

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

... to efficiently address key procurement challenges



Enabling a 360° perspective on your suppliers



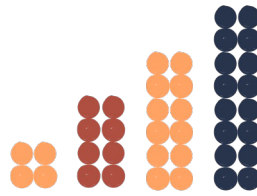
Collect, connect & enrich data with Ignite to enable holistic perspectives across your suppliers, business units, categories, items, etc.



Efficiently connecting data across your systems

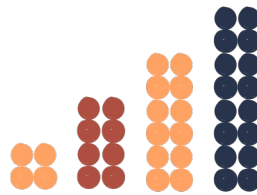
Built to seamlessly connect data from various sources

Examples:



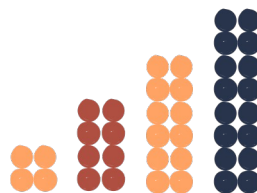
Transactional data incl. history, e.g.:

- Invoice data
- General Ledger data
- Purchase Orders



Master data if available, e.g.:

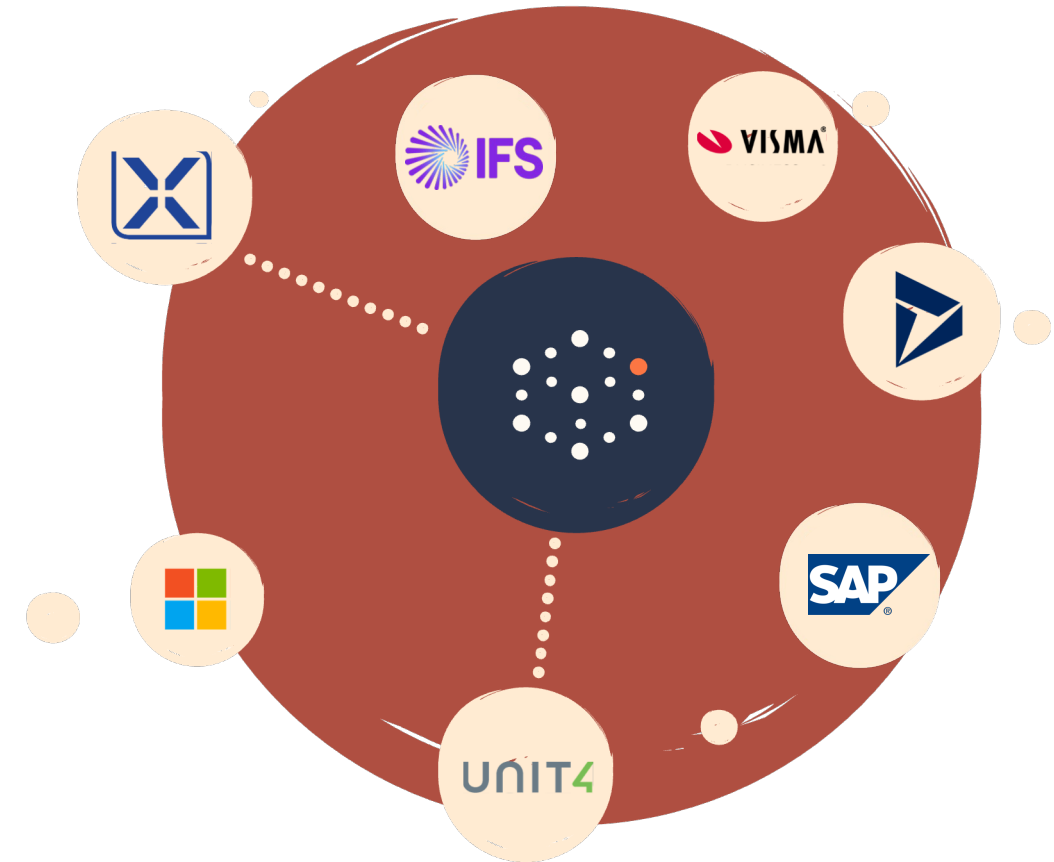
- Vendor master
- Material master
- Account master



Other data sources if relevant, e.g.:

- Budget data
- Contract data
- Classifications

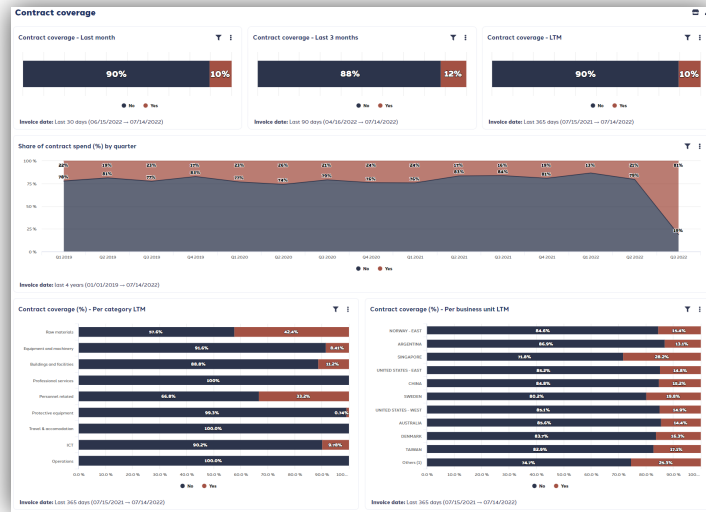
Experience integrating data from 20+ systems



...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

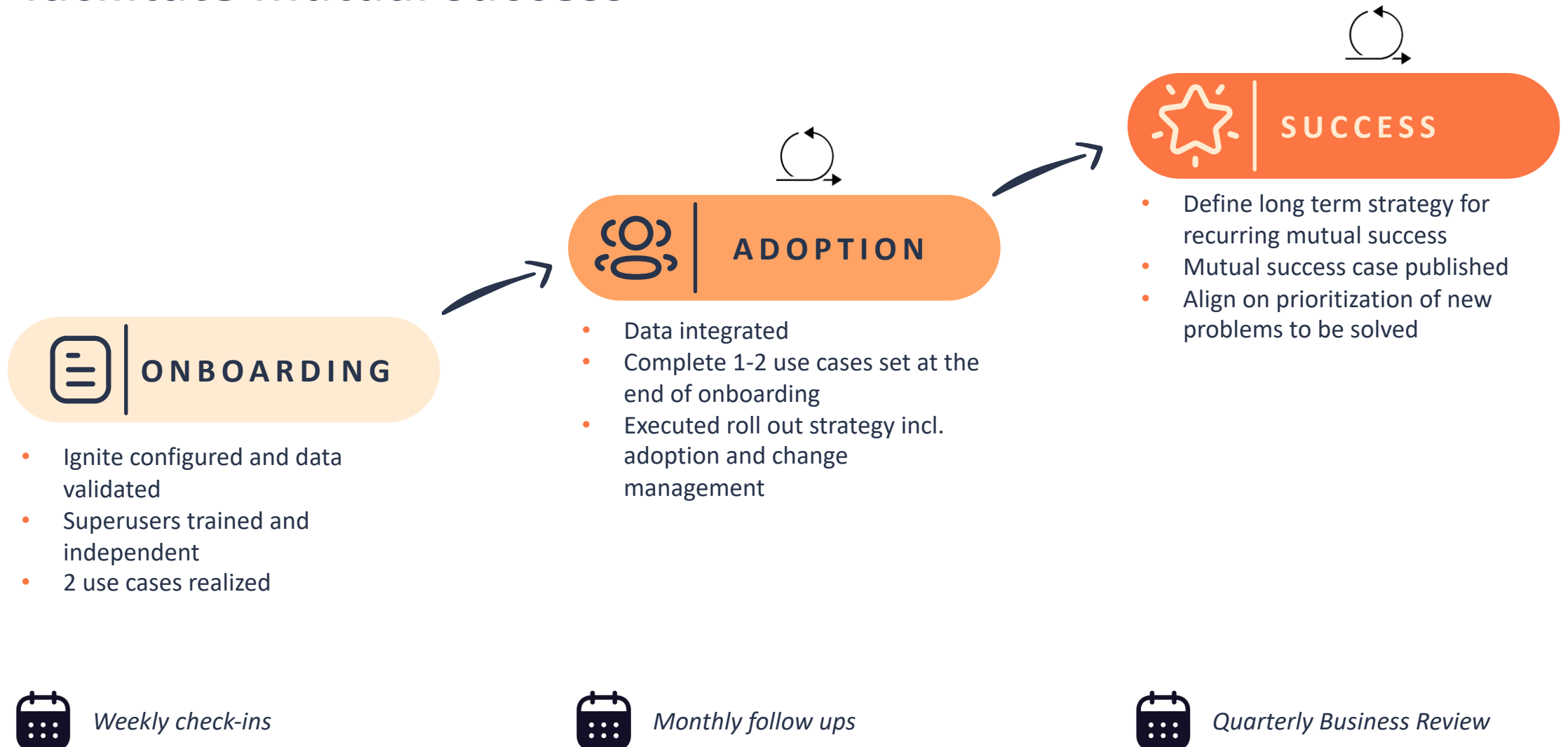
Suppliers

Supplier	VAT no.	Industry risk (L1)	Country	Geographical risk (L1)	Payment term	Social risk status (L1)	Signed code of conduct	Group level
<input type="checkbox"/> NORTHERN NORWAY POWER AS	912424996	Low	Norway	Low	15	Low risk, no assessment required	Yes	
<input type="checkbox"/> SAFETY FIRE AS	958249799	High	Norway	Low	15	Assessment required	Yes	
<input type="checkbox"/> OKTRACK AS	958202038	Low	Sweden	Low	60	Low risk, no assessment required	Yes	
<input type="checkbox"/> LIBES AS	923950042	Low	Norway	Low	30	Low risk, no assessment required	Yes	RICH PETROLIUM SE
<input type="checkbox"/> MECHANICAL AS	910968000	Medium	Norway	Low	45	Low risk, no assessment required	Yes	Harzon Holding AS
<input type="checkbox"/> SPECIFIC CONCRETE AS	934680740	Medium	Norway	Low	15	Low risk, no assessment required	Yes	
<input type="checkbox"/> THE OFFICE AS	918202030	High	Norway	Low	45	Assessment required	Yes	
<input type="checkbox"/> CLEAN FACILITY AS	914970103	High	Norway	Low	15	Assessment required	Yes	
<input type="checkbox"/> TECHNICAL GAS AS	984054461	Medium	Norway	Low	60	Low risk, no assessment required	Yes	
<input type="checkbox"/> LAST HOUSE AS	954070775	Low	Norway	Low	45	Low risk, no assessment required	Yes	Last House AS
<input type="checkbox"/> SECTLOWPP INC	947070714	Medium	Norway	Low	30	Low risk, no assessment required	Yes	Cole & Creffe KC
<input type="checkbox"/> OFFICE PROVIDER TRONDHEIM AS	989440330	Low	Norway	Low	30	Low risk, no assessment required	Yes	
<input type="checkbox"/> SUPERVENTION AS	989763208	Medium	Norway	Low	30	Low risk, no assessment required	Yes	
<input type="checkbox"/> EPY AS	9330363996	Low	Sweden	Low	30	Low risk, no assessment required	Yes	
<input type="checkbox"/> TELECOM AS	9582020499	Low	Sweden	Low	30	Low risk, no assessment required	Yes	
<input type="checkbox"/> FLAMMABLE GAS AS	934863909	High	Norway	Low	30	Assessment required	Yes	UNIS PUBLIC LIMITED COMPANY
<input type="checkbox"/> ASP AS	9180050020	Low	Norway	Low	60	Low risk, no assessment required	Yes	
<input type="checkbox"/> OAHM VESTERUP GAS CUSTION AB	9100000000-0004	Low	Sweden	Low	15	Low risk, no assessment required	Yes	
<input type="checkbox"/> LEASING AS	940209070	Low	Norway	Low	45	Low risk, no assessment required	Yes	
<input type="checkbox"/> INDIAPCO	910406446	Low	Norway	Low	15	Low risk, no assessment required	Yes	
<input type="checkbox"/> TOWERFRAME AS	979206454	Low	Norway	Low	30	Low risk, no assessment required	Yes	
<input type="checkbox"/> CONNEXION AND SCAPS AS	933202030	Medium	Norway	Low	30	Low risk, no assessment required	Yes	
<input type="checkbox"/> DRY CLEANER AS	930020246	Medium	Norway	Low	30	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



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



21

Supplier negotiations conducted using Ignite's solution and methodology



5.5%

3.2 MUSD in reduced cost resulting from the 21 supplier negotiations



~30%

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



Krzysztof 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



Check out our [webpage](#) for relevant procurement content and inspiration

Webinars

Unlocking Potentials By Empowering Procurement

Solving contract and category complexity with the right procurement chemistry

[LEARN MORE](#)

Ignite Procurement

WEBINAR

How a Construction Giant Solved its Carbon Emission Estimation Problem

Thursday, August 25th 2022
9:00 — 9:45 AM CEST

Sigmund Nome
CEO & CO-FOUNDER

Eyvind A. G. Zetterberg
SENIOR PROCUREMENT ANALYST

Mathias G. Backsaether
SOFTWARE ENGINEER

Ignite Procurement

Templates



Template: Renegotiation Meetings

Conduct structured and fact-based renegotiations by using this meeting template.

- Overall story
- Update from supplier
- Procurement analytics and market insights
- Summary and going forward

Ignite Procurement

...and much more

Strategic Procurement Simplified

The hands-on resource for procurement professionals, business owners, and everyone else who wants to understand and implement strategic procurement for results in the economic crisis.

[Download PDF](#)

Identify opportunities

Find suppliers

Collaborate

Manage performance

Mitigate and manage risks

Analyse spend

Guide: Renegotiation Process

Use this guide to get practical tips on how to ensure a successful renegotiation process.

Business need

What specific problem is your current procurement challenge?

Do you want to subscribe to this content?

Check if you agree

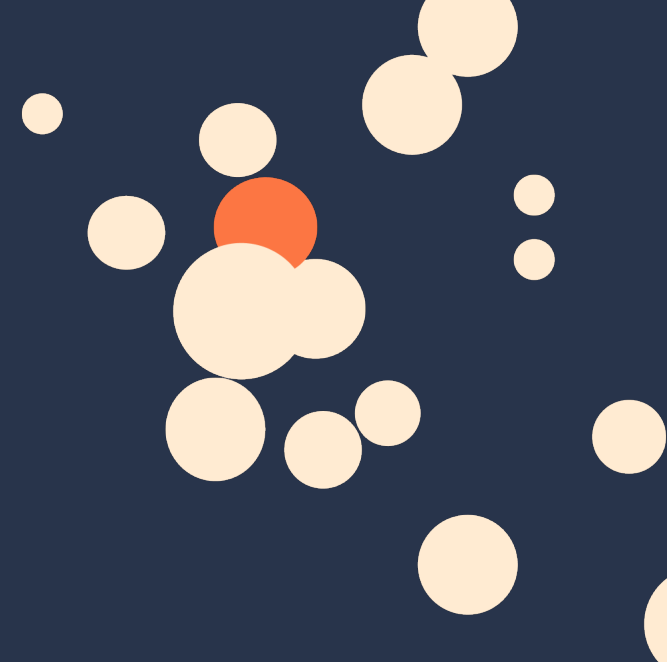
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- I'm OK if you store and process my personal data?

You may change your communication preferences at any time. [More info here](#)

[Download](#)

6 practical tips for a successful renegotiation process





Strategic Procurement. Digital. Data-Driven. Smarter