

SAP Connect Day for Procurement

*Fireside Chat – The Future of Procurement:
From Peak Pressure to Peak Performance*





BREAKING:
Geopolitics



BREAKING:
Protectionism



BREAKING:
Inflation



BREAKING:
Regulatory Complexity



Turning uncertainty
into **opportunity**



8 out of **10**

CEOs believe volatility
is “the new normal”

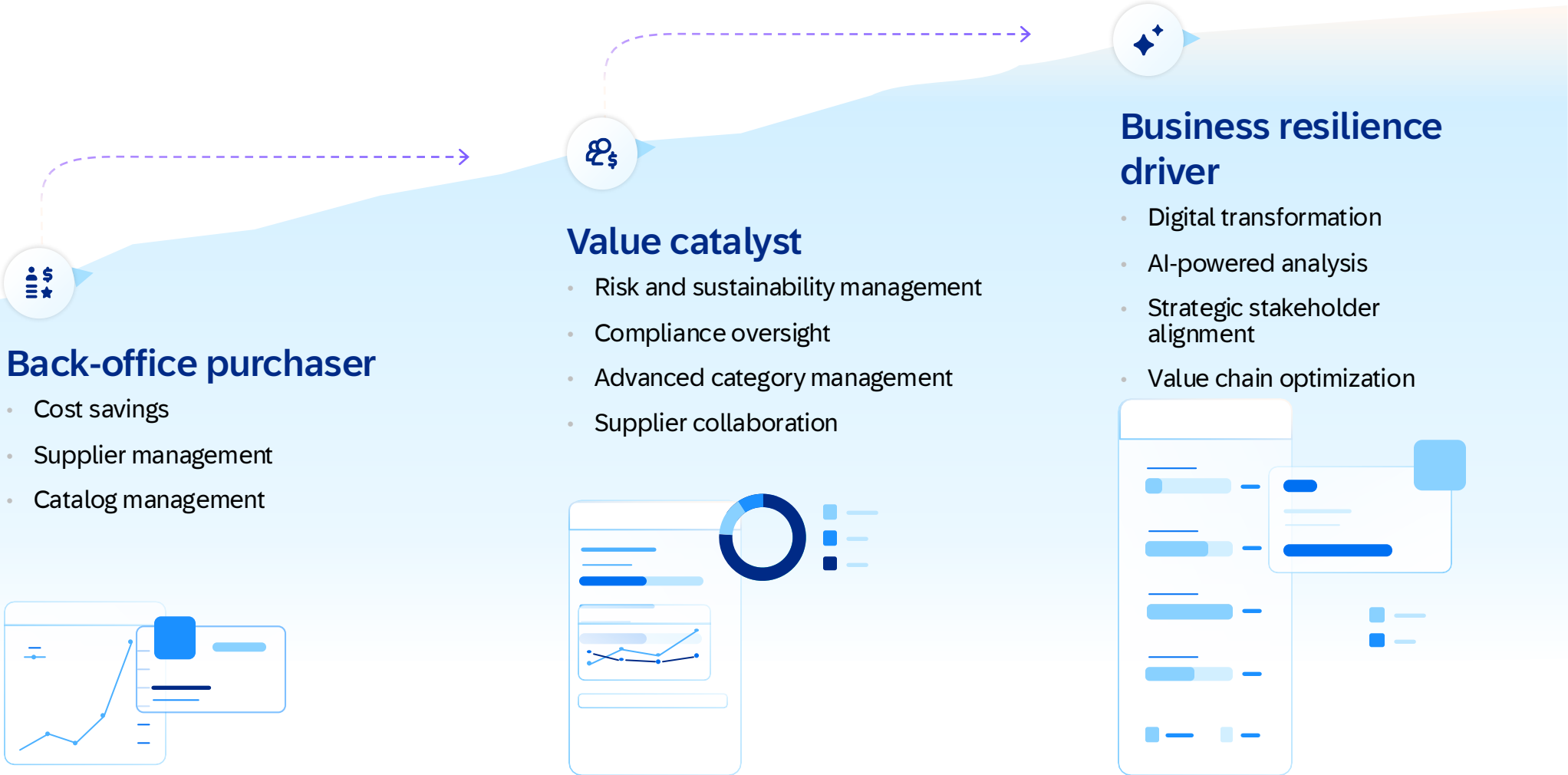
Economist

70%

of CFOs put cost reduction
as their top priority

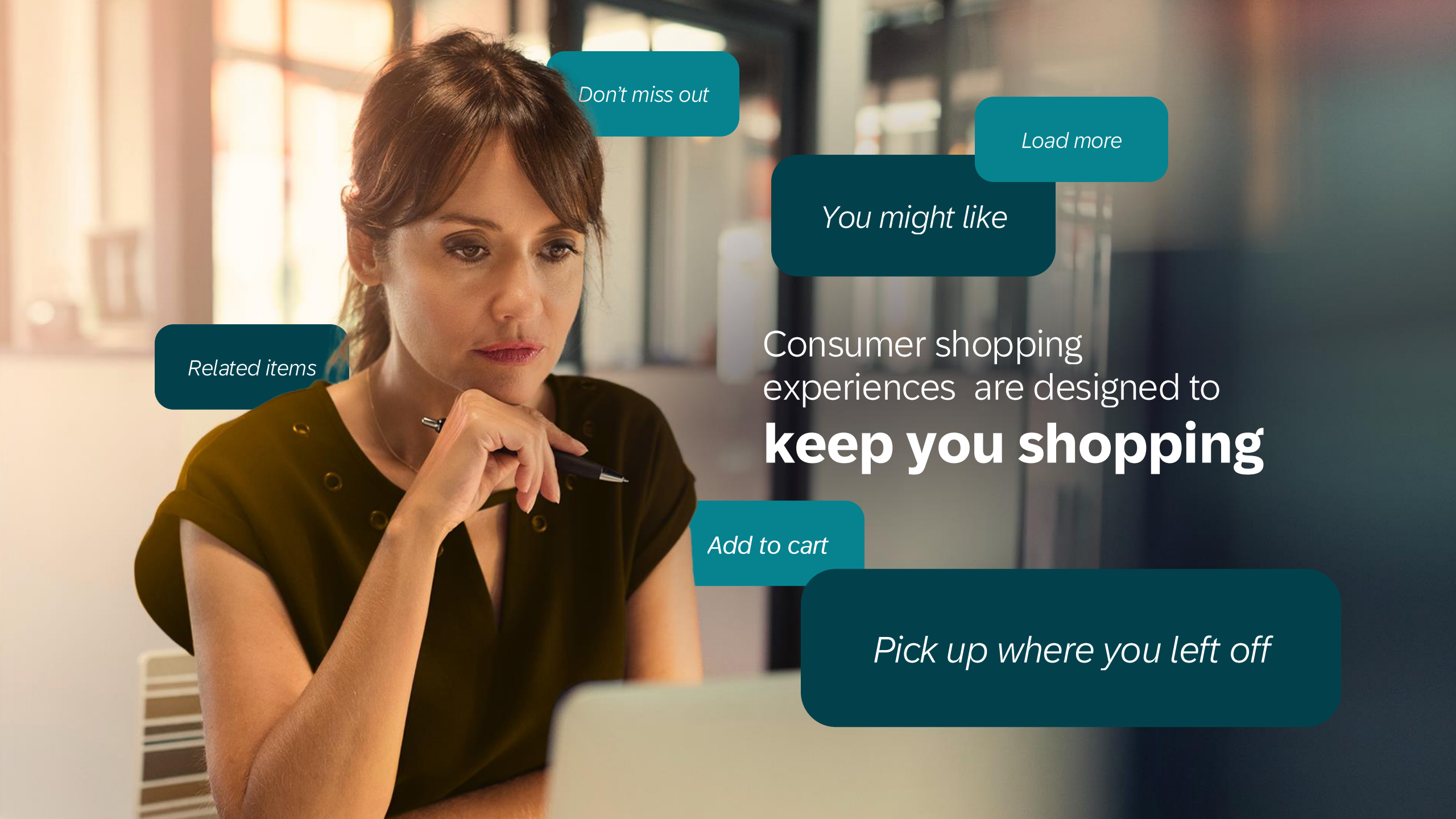
McKinsey

Entering an era of Peak Procurement





Peak Procurement



Don't miss out

Load more

You might like

Related items

Consumer shopping experiences are designed to
keep you shopping

Add to cart

Pick up where you left off

The modern procurement platform must be

AI-driven

in engagement



Kraft *Heinz*

Stefanie Fink

*Head of Global Data & Digital Procurement,
Kraft Heinz*



Why SAP Spend Management?



Optimization Roadmap: "The Placemat"

Filling our plate: 2% to 85% use



The Cross-Functional C-Suite Story & Proving ROI



Supplier Management

4X
FASTER
supplier
onboarding cycle
times

67%
REDUCTION
in new supplier
qualification requests

100%
COVERAGE
for risk monitoring and
compliance
assessment

Source & Contract

9%
IN ANNUAL
sourcing savings by
running more competitive
sourcing events

400%
FASTER
new supplier
onboarding

50%
REDUCTION
in time
to publish

Buy & Deliver

94%
of spend under
management

86%
of purchase
transactions from
contracts and catalogs

DELIVERED
100%
digital POs

Invoice & Pay

Save more than
US \$1
MILLION
for every \$1 billion of
spend using early
payment discounts

60%
HIGHER
rate of managing
supplier compliance
through contract- and
catalog-based invoices

80+%
shorter invoice
approval cycles



Meet Tom A To -- Category Manager at KHC

2024 Today

- Compare and evaluate RFP from 5 suppliers: 3 HRS
- Align with key RFP stakeholders on evaluation criteria, update spreadsheets, timeline, & identify next steps: 1 HR
- Grab a quick lunch (maybe?): 0.5 HR
- Attend call with Legal to progress on contract finalization with supplier: 2 HRS
- Create a new RFP document integration various stakeholder inputs: 2 HRS
- Create reports to track monthly contract performance: 0.5 HR

VS

2027 Future

- Review GenAI created proposal comparison and instruct bot to send action items to suppliers: 15 mins
- Invite RFP stakeholders to collaboration forum for scoring proposals using best in class criteria: 10 mins
- Access the legal platform where contracts have been marked up by AI, check progress on critical ones: 15 mins
- Review the RFP self-created by the business user and confirm the bid list Gen AI has created for this project: 15 mins
- Send a thank you message to your leader who accessed the latest automated dashboard and complimented Tom for the great progress on contract performance: 5 mins

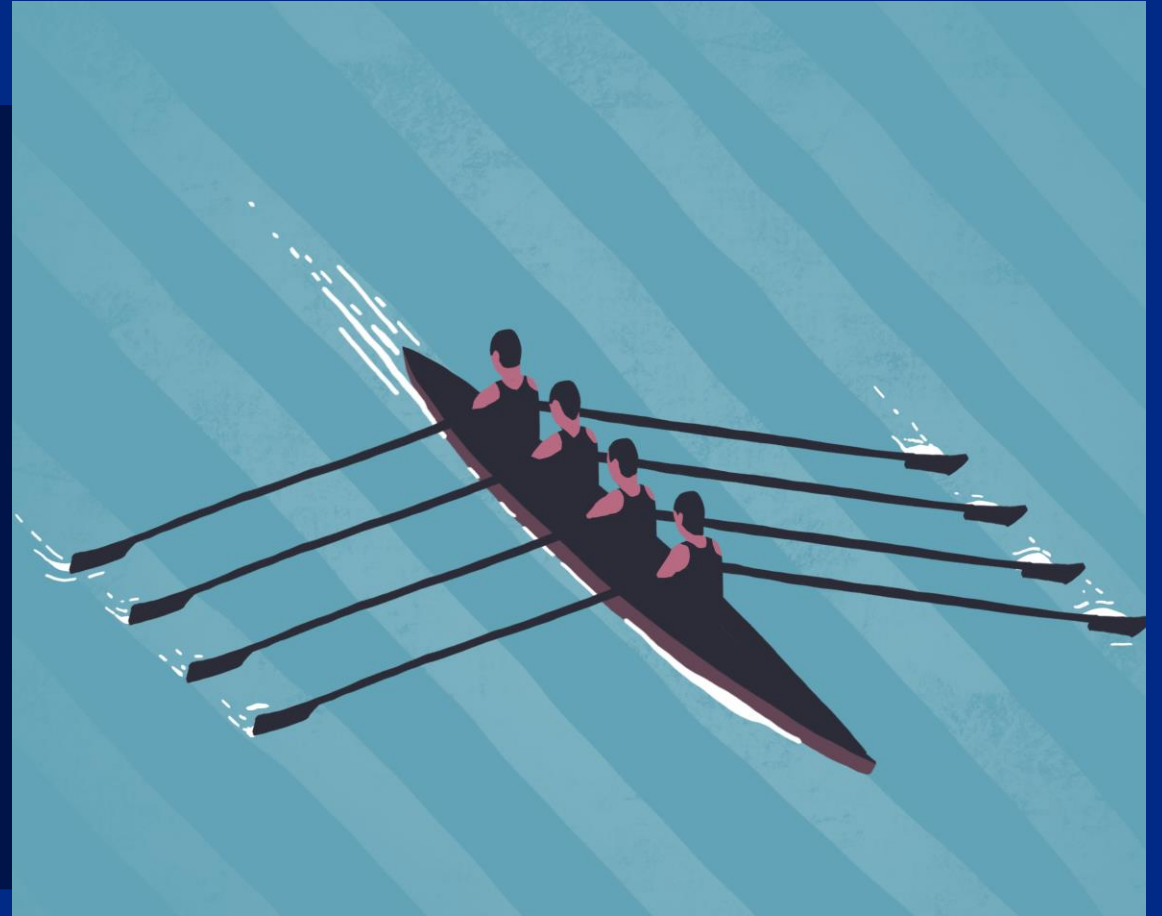
Total Time Reduction: -9 HRS to -1 HR

New Value Adding Activities

- Re-balance spend allocation between suppliers after risk management tool proactively flagged a supply chain issue at one of the sources
- Conduct a roundtable over lunch with business stakeholders on latest supplier market trends
- Negotiate a strategic partnership with a start-up to make their company the first to bring their innovation forward
- Personalized processes

KraftHeinz

The Road Ahead and Lessons Learned



Thank you.

Contact information:

Justin Morse, Vice President
Solution Advisory, SAP

Justin.Morse@sap.com

Stefanie Fink, Head of Global Data
& Digital Procurement, Kraft Heinz

Stefanie.Fink@kraftheinz.com

