



NEXT LEVEL PROCUREMENT SPEND CUBE ANALYTICS

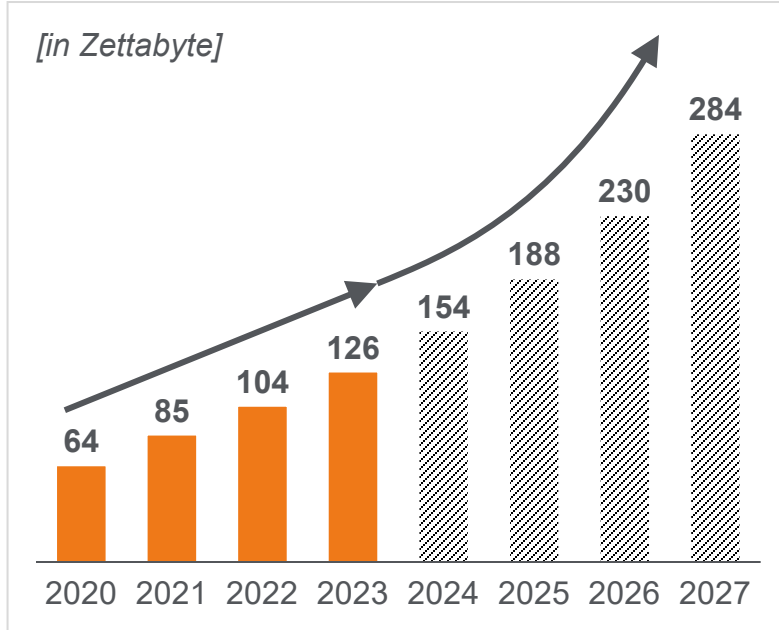
Harvest hidden low-hanging fruits by leveraging big data – fast

 **EFESO**
MANAGEMENT CONSULTANTS

PROCUREMENT
INSIGHT

Every industry is confronted with an enormous increase of data paired with a high data complexity

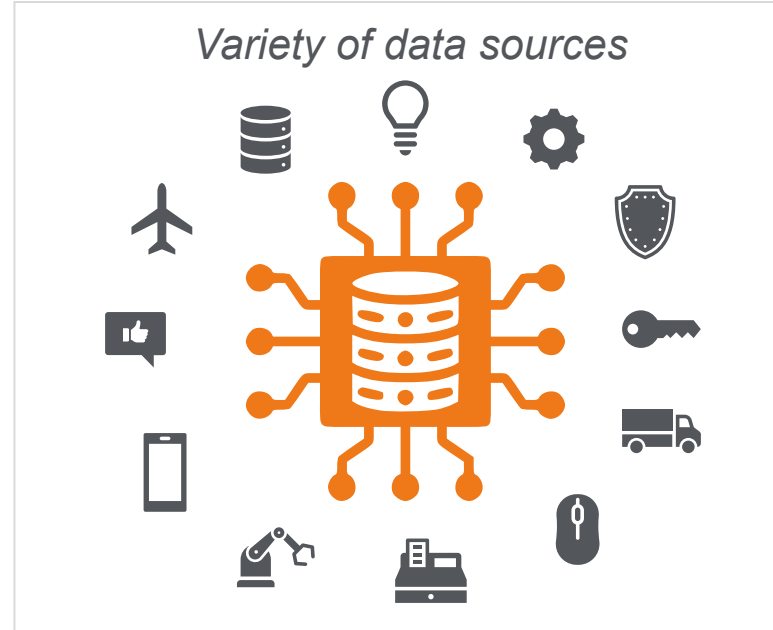
Global data increase¹



Global industries are experiencing an **unprecedented explosion of data**

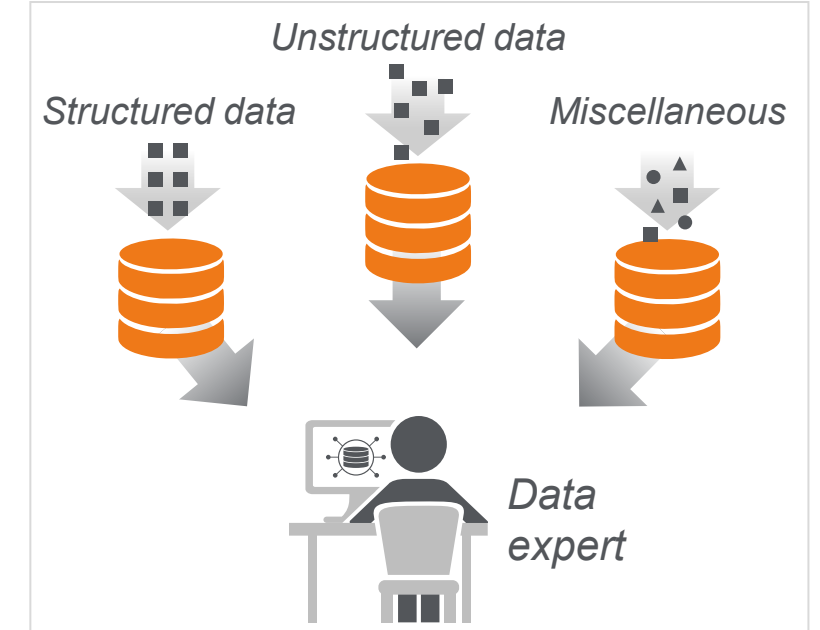
444% increase from 2020 to 2027

Multiple data sources



Immense influx of new data sources is emerging, through digitalization, IoT and AI

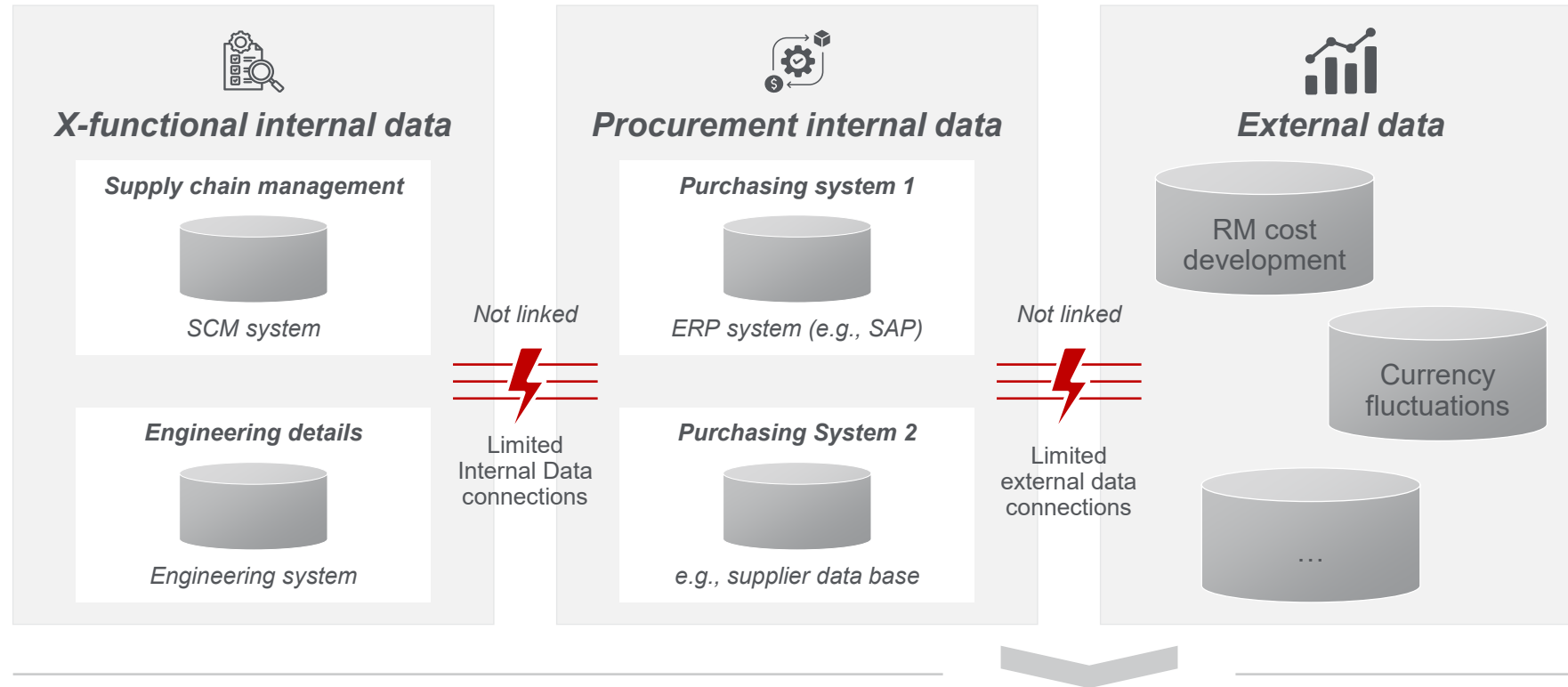
High data complexity



High data complexity requires new data science expertise to identify valuable and actionable insights

EFESO insight: purchasing organizations wasting resources on data management and fail to leverage their full saving potential


Organizational data sources



EFESO insights

- Siloed data systems result in fragmented data across departments
- Not connected systems lead to high manual effort
- Insufficient usage of external data for cost savings identification
- Especially purchasing departments struggle to derive actionable insights for savings and strategic sourcing

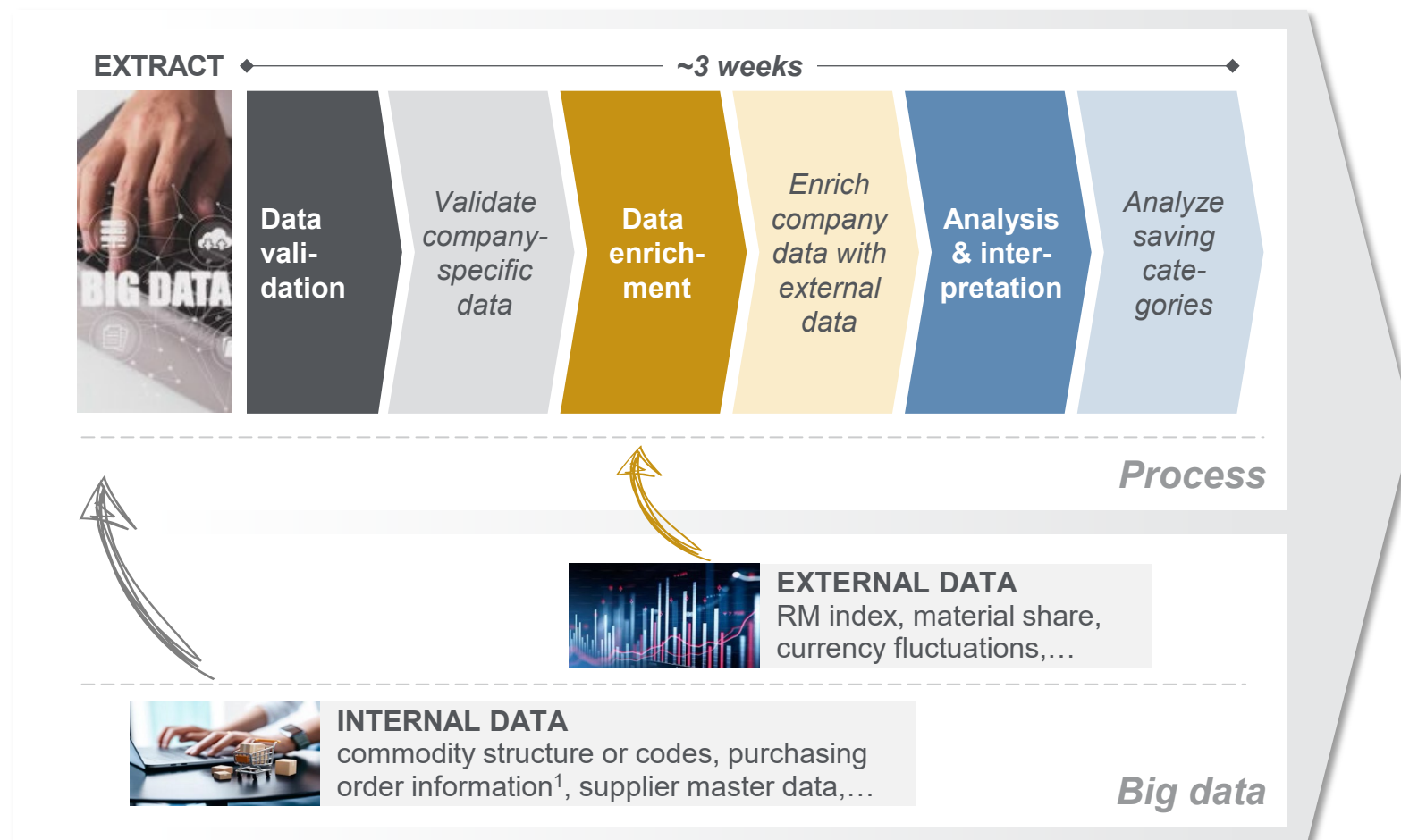
 **30-50% wasted FTE resources** for manual data management

 **Up to 20% lost saving opportunities** due to unrecognized and unused negotiation levers



EFESO procurement spend cube analytics: utilizing, structuring and merging data to derive maximum saving potentials on part number level – fast!

Approach and data sources



Savings analytics areas



Currency



Linear price performance



Raw material



Energy cost



Localization & dual sourcing



Manufacturing part number



Derivation of saving potentials on part number level



Optional: derivation of strategy optimization potential
purchasing strategy, part family strategy, supplier strategy

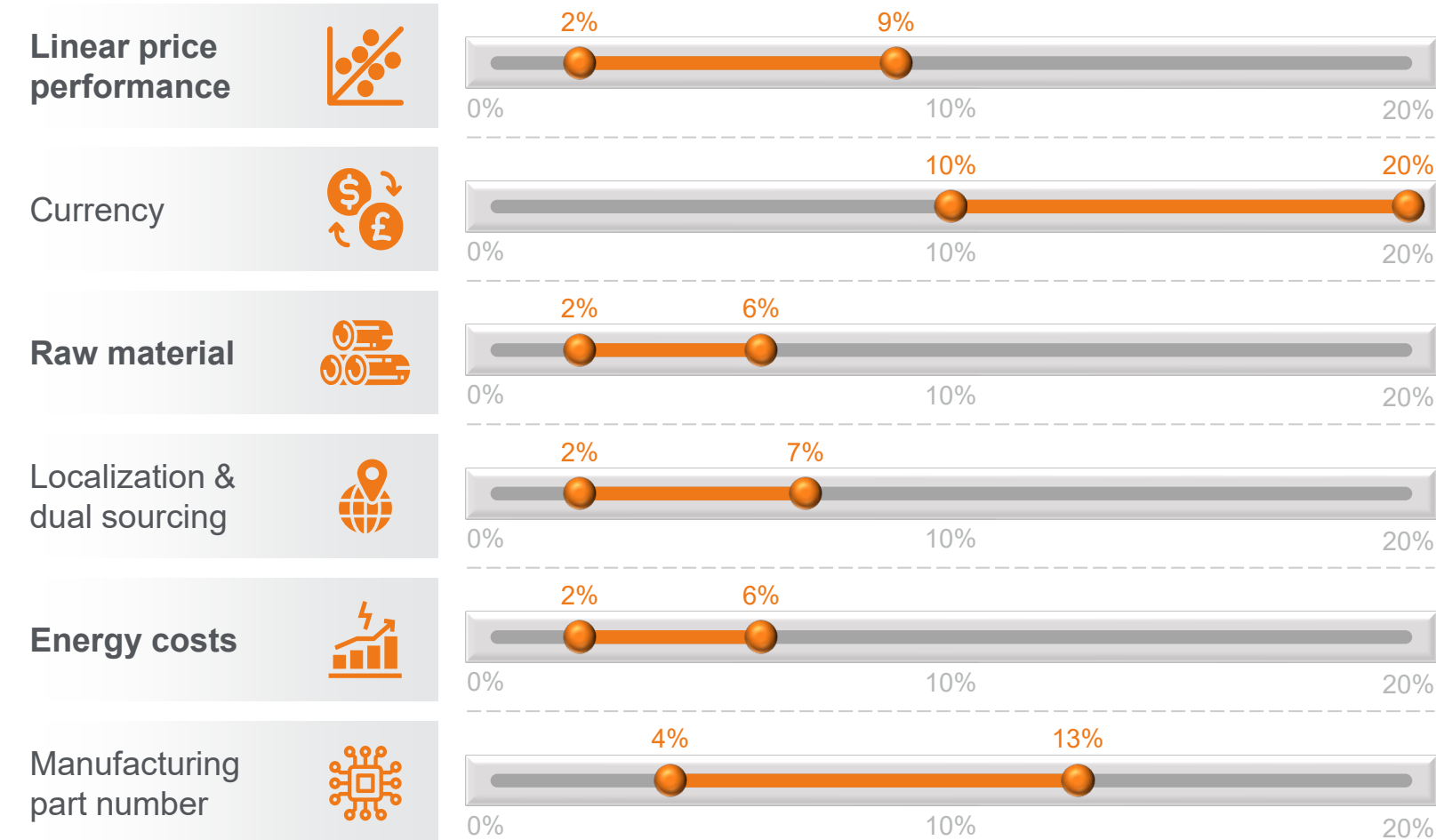


1) Price, time, supplier, part number, quantity, incoterm, receiving plant, etc.
RM = Raw Material





Realize savings quickly: up to 20% piece price reduction is possible with our approach

Saving analytics areas

Typical saving range by category and part*



Client benefits

 Fast analytics	<i>Identify additional saving potentials in less than one month</i>
 Unlocked savings	<i>Unlock hidden saving potentials</i>
 New negotiation levers	<i>Enhance purchasing performance by leveraging insights from market</i>
 Full spend transparency	<i>Foster development of purchasing strategy through full spend data analysis</i>



*Source: EFESO project experience

YOUR CONTACTS:



Martin Kruschel

EFESO Management Consultants
Partner

 +49 151 46700477


 m.kruschel@tsetinis.com



Niklas Lübker

EFESO Management Consultants
Principal

 +49 160 2616296

 n.luebker@tsetinis.com



Isabel Klapproth

EFESO Management Consultants
Manager

 +49 151 10524133

 i.klapproth@tsetinis.com

