



# Data Management, Spend Analytics & Forecasting, and Savings Tracking for an Industrial Automation Company

Full visibility for the first time on €2B+ spend + 12-month forecast, regular savings tracking against budget, NSV targets. Monitored Spend KPIs for 70+ BU's. Identified savings potential of over ~5% of total spend.



STATXO helped us to establish full visibility of our global direct & indirect spend and to align the organization behind a well-defined opportunity. They understood our internal complexity and provided us very efficient dashboards (*spend and savings*) including actionable category playbooks and drove clarity of our strategic plan.”

CPO, Global Procurement

## Q CASE FOR CHANGE

- The client (*Global Industrial Automation company with €2B+ spend per year*) has a diversified portfolio with 100+ brands. It needed to embrace digitalization to manage spend, identify tail spend and savings strategically, and strive for continuous improvement. Key challenges included: spend managed across 10+ ERP legacy systems, intermediate data quality & high complexity, no standard process, no supplier monitoring, and no savings tracking

## 🚲 SHARED VISION

Accelerate spend data coverage at the organizational level with enhanced reporting structure, consolidating the entire analysis, and effectively tracking savings.

### Key Objectives:

- Improved Spend visibility (*Direct/ Indirect/ Maverick/Tail*)
- Payment term optimization & Item sourcing trends
- Category & item saving opportunities and categorized vendor and accounting invoices
- Setup ongoing data quality, mapping improvement processes
- Savings Tracking & Forecasting Analysis (*variances monitoring*)
- Actual vs Budget and Actual vs Net Sales Analysis
- Spend & Volume Forecasting

## 🚶 FEASIBLE PLAN

- STATXO set up a data warehouse with cleaned data and automated refreshes (*for regular monthly updates*). Planned to develop 2 different dashboards (*using Power BI*) – 1st for spend reporting & forecasting, 2nd for savings tracking & forecasting (*using YTD spend data*) in order to meet business objectives and designed an effective implementation & training plan (*global level*)
- Build comprehensive dashboards (*AI-driven*) to provide an in-depth view of spend & savings across business units/ categories/ geographies/ vendors by creating 40+ views (*analysis*)
- Effectively implemented the entire solution across all 70+ business units in (*aligned with finance & procurement teams*)

## ✅ CAPABILITY TO DELIVER

- To ensure continued visibility, we developed user-friendly, tailor-made global spend & savings dashboards, which were rolled out to key Procurement and Finance users
- Spend savings opportunities including single sourcing for volume discounts & dual sourcing for risk mitigation, analyzing Purchase Price Variance for cost discrepancies, optimizing inventory & demand forecasting, and leveraging supplier negotiations & process improvements for cost efficiency

