

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.

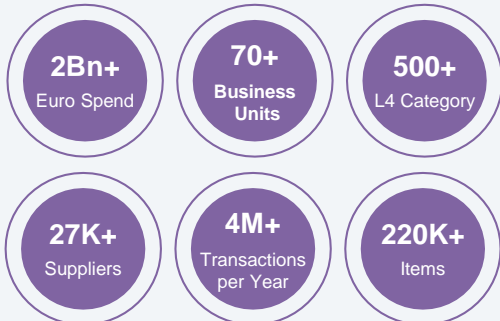


When it comes to new challenging projects, STATXO is my top recommendation. As the former Head of procurements at Ammega, I had the opportunity to work on data management, spend analytics, and procurement savings tracking alongside STATXO team. Their exceptional skills enabled us to effectively organize and enhance fragmented data, resulting in valuable insights presented through dashboards. STATXO's commitment to meeting deadlines and delivering on promises made our collaboration on time-critical and high-exposure projects a truly professional and enjoyable experience."

- Patrick Ruhe, CPO – Ammega

Q CASE FOR CHANGE

- The client, a 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

