

Diagnosis of Purchasing Digitalization and SRM Digital Tool Implementation

PRACTICE

Procurement

SECTOR

Automotive

DURATION OF THE MISSION

18 months

Our client, a tier 1 automotive supplier, would like to assess the purchasing Digital maturity and define its roadmap.

The assessment approach used by KEPLER allows clients to clearly define the priorities; digitalizing the supplier relationship was the top priority with a dedicated Supplier Relationship Management (SRM) tool.

Context

- Data accessibility tends to be painful and time consuming
- Low level of sharing between countries
- Highly diverse solutions and tools throughout the countries/subsidiaries
- No global coordination to be more systematic on improvement to be done
- Limited functional analysis to be able to focus on the most relevant solutions/tools (must have vs. good to have)

Objective(s)

Mobilizing and Monitoring the Extended Enterprise

- Building a detailed mapping of existing practices and digital tools among the various purchasing organizations and their functional coverage
- Assessing and qualifying maturity gaps in maturity between entities and the state of the art in similar organizations
- Defining top priority, selecting the solution and implementing it

Methodology

1 Defining a Digitalization Strategy

- Carrying out a diagnosis of digital maturity and establishing the Purchasing digitization roadmap
- SRM identified as a top priority

2 Defining the baseline and tool specifications

- Interviews, collection of documents, alignment workshop and KPI validation
- Functional need definition, interfacing with internal & external tools
- Validation of technical prerequisites: data architecture and security

3 Market Analysis of SRM solutions and tool selection

- Pre-Selection of actors and "Tech days" organization
- RFI/RFQ and tool selection

4 Preparing the Implementation

- Supplier life cycle process validation: from onboarding to offboarding
- Reporting validation: dashboards and scorecards
- Data mapping

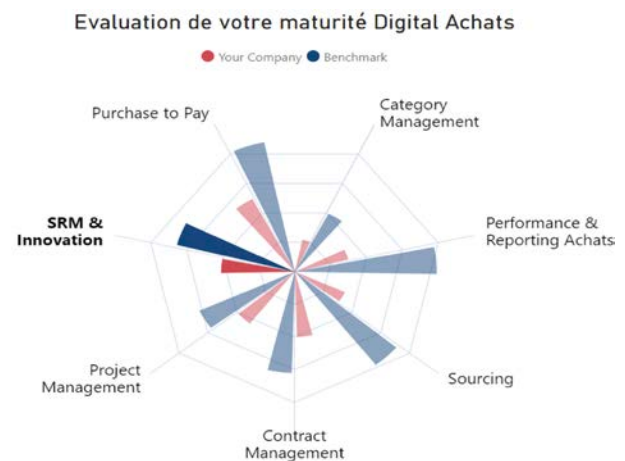
5 Implementation

- Project Management
- Change Management

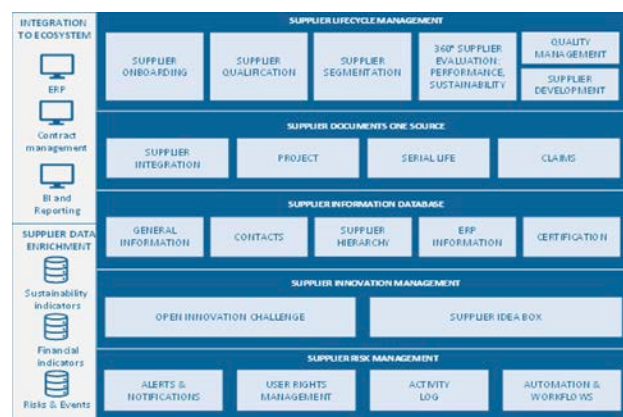
Lever & Tools

- **Procurement Digital Diagnostic**
- **Market Analysis, Tech Days, RFI & RFQ**
- **Change Management**

Assessment of Digital Maturity



SRM functional coverage





Automatizing
administrative tasks



Harmonizing the working methods between entities and regions



Increasing supplier compliance with customers standards and processes



Single entry point to consolidate supplier information (360° view of the supplier)

“Navigating the Source-to-Pay (S2P) suites market can feel like traversing a dense «jungle», where it's easy to lose one's way despite the numerous reviews and ratings provided by research service providers. We assist our clients in cutting through this complexity to identify the tool that best aligns with their business needs.”

Nacer Madi
Director

Our Offices



Visit Us | [Kepler-consulting.com](https://www.kepler-consulting.com)



■ EUROPE

32 boulevard Haussmann
75009 Paris – France

contact@kepler-consulting.com

Tel.: + 33 (0)1 44 75 05 35

■ USA

159 N. Sangamon Street, Suite 200
Chicago, IL 60607-2201 – USA

usa@kepler-consulting.com

Tél : +1 (312) 371 6198

■ CHINA

Room 351, 3F, No.135 Yanping Road,
Jing'An District,
Shanghai, 200042, China

china@kepler-consulting.com

Tel.: +86 (0)21 – 6117 0311

■ INDIA

#312, DBS Center, 31A, Cathedral Road
Nungambakkam, Chennai
600034 – India

india@kepler-consulting.com

Tel.: + 91 (0) 44 40 50 92 00

Contact the Author



Nacer Madi

nacer.madi@kepler-consulting.com