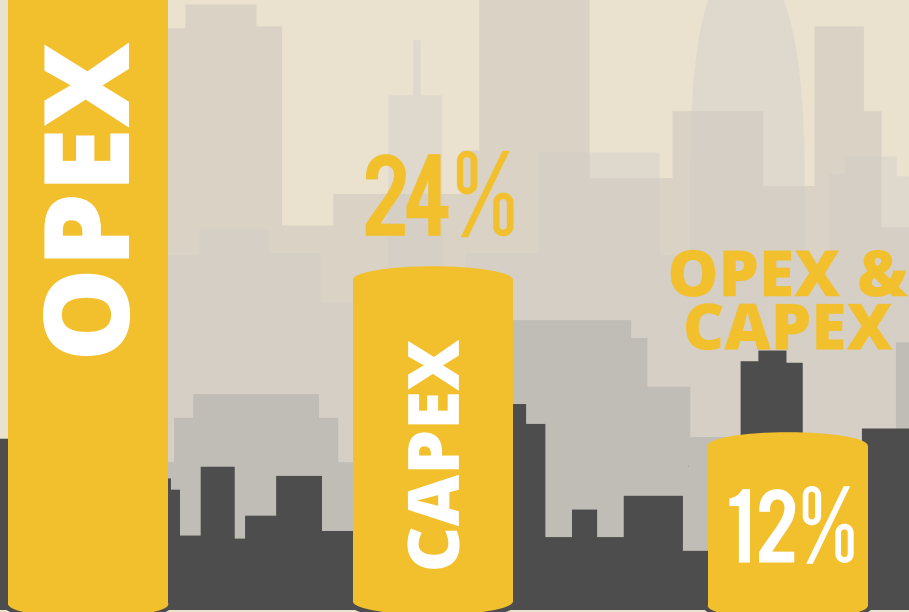


64%

## TYPE OF PROJECTS MANAGED IN "PROJECT MODE"

OPEX (Operating Expenses): ongoing costs a company pays to run its basic business

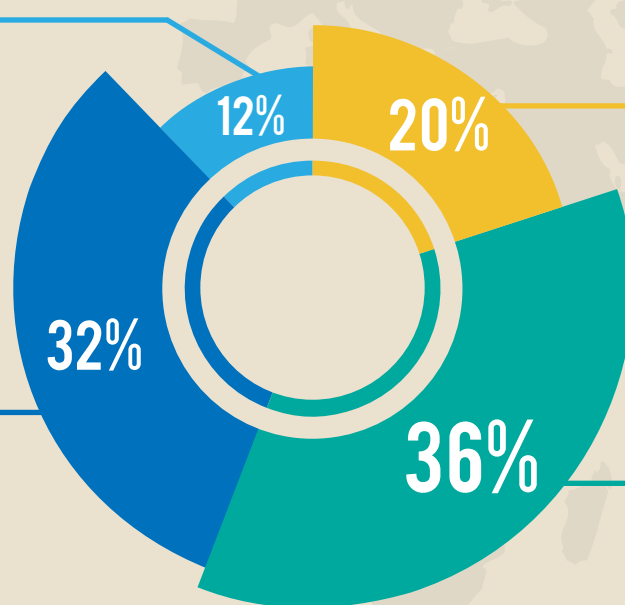
CAPEX (Capital Expenditures): funds that a business uses to purchase goods or services to expand the company's abilities to generate profits.



## THE ROLE OF THE PURCHASING DEPARTMENTS IN STRATEGIC PROCUREMENT INITIATIVES

**Supplier management:**  
placement and  
follow-up of orders

**Sourcing:**  
selection and  
contracting of the  
suppliers



**Strategic management:**  
definition and prioritiza-  
tion of projects to be  
implemented

**Project management:**  
project management  
and framing

## PROJECT MANAGEMENT TOOLS RANKING



Spend Management solution functionalities dedicated to project management



Project management tools



Microsoft Office tools (email, excel...)

## MAIN BENEFITS OF SPEND MANAGEMENT PROJECT MANAGEMENT FUNCTIONALITIES?

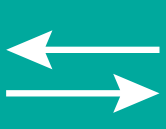
01



### Collaboration

Improving communication between stakeholders

02



### Cross functionality

Process management: collecting requirements, sourcing, contracts, procurement

03



### Integration

Interface of various procurement /supply/production tools (PLM, MRP, BOM...)

04



### Planning

Managing tasks and resources over time

05



### Reporting

Reporting on all project-related activities impacting the budget

## PURCHASING PROJECT SUCCESS KPIS

75%

Respect of the deadlines and the delivery schedule of the project

63%

"Procurement KPIs"  
(ie. "savings")

41%

Operational KPIs  
(efficiency, team performance ...)

Source - Ivalua Survey : Procurement Project Management, september 2017