



CUSTOMER
SUCCESS

THE PROCUREMENT EMPOWERMENT PLATFORM

REALIZE THE POSSIBILITIES

LEADING COMPANIES
CHOOSE IVALUA

NEARLY 300 CUSTOMERS WORLDWIDE



More Customers on [ivalua.com](https://www.ivalua.com)

**Major
Appliance
Manufacturer**

"The stability and integrity of core data is foundational to improved day to day operations as well as supplier relationship management. Through the successful development of our Core Vendor data process, Ivalua's technology was key in our ability to deliver the end to end capabilities necessary to overcome our challenges and meet our objectives."

Major Appliance Manufacturer



"Ivalua reduced the need for periodic contract certification processes pushed to stakeholders and suppliers."

University of Chicago Medicine



Pantaleon

"Consus and Ivalua will play a critical role in Pantaleon's procurement department transformation and the achievement of our ambitious goals."

Pantaleon



"Sourcing engagement with Ivalua and Consus has helped us mitigate procurement cost to a great extent. The service and solution have also helped us reduce the sourcing cycle time and achieve greater transparency."

Emami Group

Industry-leading

98%

Customer
Retention Rate





Piramal, a global leader in end-to-end glass bottle manufacturing, needed a solution that can deliver improved control and process transparency on a global scale. With Ivalua, Piramal gained new levels of visibility into their suppliers and contracts around the world.

PIRAMAL DEPENDS ON IVALUA TO STRENGTHEN KEY AREAS OF THEIR SUPPLY CHAIN AND MANAGE GLOBAL COMPLEXITY

"P2P was one of the best things that we've done. It helps make things more efficient and brings in so much transparency and value to the user. On an overall basis, over the last 4 years, we've seen average savings of about 19 percent."

Samit Datta,

Head of Global Supply Chain Management at Piramal

SOLUTIONS



SOURCING



CONTRACTS
MANAGEMENT



SUPPLIER
MANAGEMENT



PROCUREMENT



STRATEGY &
ANALYTICS

Piramal, a global leader in end-to-end glass bottle manufacturing needed a solution that can deliver improved control and process transparency on a global scale. With Ivalua, Piramal gained new levels of visibility into their suppliers and contracts around the world.

BENEFITS REALIZED

- ✓ Gained better visibility on all spend, especially maverick spend
- ✓ Improved visibility and forecasting
- ✓ High user adoption
- ✓ Improved control on suppliers, contracts and catalogs; better managed risks.

A background image of a lottery terminal with a blue overlay. The terminal screen shows various lottery games and jackpots. Text on the terminal includes 'PLAY 3 COINS', 'JACKPOTS OF \$1200 OR MORE PAID', and 'RAD'.

BCLC PARTNERED WITH IVALUA TO DRIVE AN ENTERPRISE-WIDE CONTRACTING IMPROVEMENT AND COST-CUTTING EFFORT

Responding quickly to needs for change can be a challenge for any organization. Faced with a need to re-engineer and re-imagine critical contracting processes, BCLC's procurement team quickly chose Ivalua as a foundation for widespread automation and process improvement. A combination of quick wins, increased visibility and thoughtful deployment of new technology secured both trust and enthusiasm for continued success.

"We really changed up our strategic sourcing methodologies and we adopted a new public procurement standard, allowing for better decision making and deeper engagement with vendors."

Keith Bolen,

Director, Corporate Procurement at The British Columbia Lottery Corporation



SOLUTIONS



**CONTRACTS
MANAGEMENT**



**SUPPLIER
MANAGEMENT**



**STRATEGY &
ANALYTICS**

Responding quickly to needs for change can be a challenge for any organization. With a commitment to enhance contracting processes, BCLC's procurement team chose Ivalua as a foundation for widespread automation and process improvement. A combination of quick wins, increased visibility and thoughtful deployment of new technology secured both trust and enthusiasm for continued success.

BENEFITS REALIZED

- ✓ Increased spend visibility
- ✓ Improved relations with internal stakeholders and suppliers
- ✓ Improved compliance and transparency



CREDIT SUISSE ADDRESSED CONTROL GAPS, IMPROVED EFFICIENCY AND TRANSFORMED THEIR SOURCE-TO-PAY PROCESS ON THE IVALUA PLATFORM

Credit Suisse was looking for a procurement platform with seamlessly integrated modules for sourcing, contracting/CLM and procurement/requisitions to deliver integrated functionality across business processes, bringing control and visibility to all spend.

“User adoption has increased. Our efficiencies internally have also increased. Ivalua increases the control around the contracting itself and constantly ensures that you are using the appropriate contracting language.”

Christian Schmalz,

Global Head Transactional Sourcing & Sourcing Model
Transformation at Credit Suisse

SOLUTIONS



SOURCING



CONTRACTS
MANAGEMENT



SUPPLIER
MANAGEMENT



PROCUREMENT

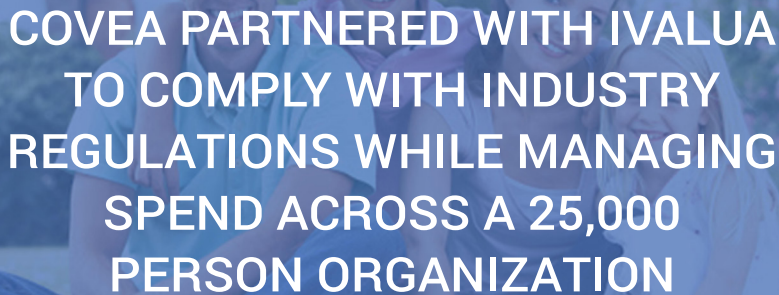


STRATEGY &
ANALYTICS

Credit Suisse was looking for a procurement platform with seamlessly integrated modules for sourcing, contracting and procurement to deliver integrated functionality across business processes while bringing control and visibility to all spend.

BENEFITS REALIZED

- ✓ Increased sourcing policy compliance and sourcing vendor management improvements
- ✓ Increased efficiencies with integrated and paperless workflow; simplified approval chains
- ✓ Satisfied regulatory requirements

A background image of a smiling family (father, mother, and two children) sitting outdoors, overlaid with a semi-transparent blue filter.

COVEA PARTNERED WITH IVALUA TO COMPLY WITH INDUSTRY REGULATIONS WHILE MANAGING SPEND ACROSS A 25,000 PERSON ORGANIZATION

Covéa is one of the leading insurance group companies in France. In order to comply with an EU directive called Solvency II, Covéa needed a procurement platform which allowed them to better manage their indirect spend, drive homogeneous contracts across all their branches, and improve supplier verification.

"With Ivalua effective procurement is possible, which is a completely different kind of game from what we had before. We've got more than 1,300 users using the tool right now. The ones who want to be involved now, can get involved, and it is totally different from before."

Sylvie Noel,
CPO at Covea



SOLUTIONS



SOURCING



CONTRACTS
MANAGEMENT



SUPPLIER
MANAGEMENT



PROCUREMENT



STRATEGY &
ANALYTICS

Covea needed to comply with a EU directive called Solvency II, which brought attention to the fact that their indirect spend was in need of better management. With Ivalua, Covea focused on driving homogenous contracts across all their branches and on improving supplier verification across the entire organization.

BENEFITS REALIZED

- ✓ Created a comprehensive view of indirect spend
- ✓ Pool indirect purchases
- ✓ Improved internal collaboration on purchasing
- ✓ Improved reaction time to complete purchases



Technip is a global leader in engineering and infrastructure construction for the oil & gas industry. With a presence in 48 countries, an integrated capacity and recognized expertise in subsea operations, off-shore platforms and large onshore processing units, Technip is a key contributor in the development of sustainable solutions to the challenges of the energy sector in the 21st Century.

The background of the right side of the slide is a blue-tinted photograph of an offshore oil rig. Large pipes and structural elements of the rig are visible, extending from the foreground into the distance. The sky is a clear, pale blue.

IVALUA SUPPORTS COMPLEX PROJECT MANAGEMENT AND GLOBAL SOURCING FOR TECHNIP

"We've seen gains in efficiency and reliability. Full traceability of exchanges and communications. Successful management of geographically distributed sourcing projects."

Technip



SOLUTIONS



SOURCING



SUPPLIER
MANAGEMENT



STRATEGY &
ANALYTICS

With a presence in 48 countries, Technip is a key contributor in the development of sustainable solutions to the challenges of the energy sector. They needed a unique system that could handle complex sourcing in multiple business units and currencies, and that could organize activities around defined projects and workflows. Ivalua provided an ideal fit.

BENEFITS REALIZED

- ✓ Created a single repository for purchasing information
- ✓ Deployed a project-based, collaborative sourcing process
- ✓ Drove increased competition among suppliers
- ✓ Leveraged spend across the organization

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