

RETAIL

UNLOCKING SAVINGS & BUSINESS VALUE WITH DIGITAL PROCUREMENT IN RETAIL

The global retail industry has evolved rapidly recently with changing habits, new channels and increasingly digital shopping experiences. Procurement and Supply Chain organizations are at the heart of this business model transformation with an opportunity to add significant value:

Only
30%

Retail executives rated their organizations as having mature digital capabilities

Up to
15%

Cost reduction in GNFR spend achieved by best-in-class players compared to initial baselines.

80%

Retailers expect moderate to major Supply Chain investment in 2021 with order fulfillment, warehouse management and Procurement as main areas of focus

*Source: Deloitte 2021

How Can Ivalua Help?

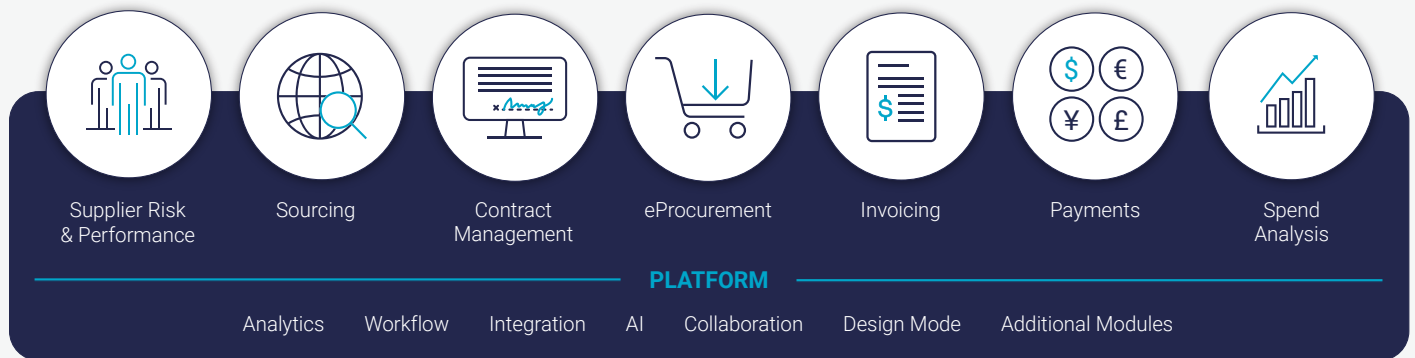
- ✓ **Build Supply Chain resilience** – Gain visibility into supplier performance and risk. Build category strategies to ensure minimal disruption
- ✓ **Adapt to decentralized Procurement** – Disrupted Supply Chains have many retailers looking for alternative local suppliers for equipment, materials and supplies, instead of having stores requesting and receiving inventory from corporate
- ✓ **Further optimize GNFR spend** – Goods Not For Resale (GNFR) are a huge cost center, especially in the post-Covid-19 era. This spend area still presents a major opportunity for Procurement
- ✓ **Manage new spend** – Investing in omnichannel with digital stores, such as enabling more click and collect and touchless in-store purchasing. Therefore, new business models introduce new spend categories and new suppliers, which must be set up and optimized to improve margins
- ✓ **Accelerate supplier diversity and inclusion** – Driven by consumer expectations, retailers need to diversify their product offerings and scale up their supplier diversity and inclusion programs

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Best-in-Class Spend and Supplier Management Platform

Ivalua empowers retailers with a complete source-to-pay platform to manage all their spend, improve supplier collaboration and innovation, mitigate Supply Chain risk and improve margins to reinvest in their business transformation.

Ivalua Platform



These solutions allow retailers to:

- ✓ Collaboratively pre-empt and mitigate potential Supply Chain disruptions with your suppliers
- ✓ Increase your strategic insight and identify new sources of savings (e.g. GNFR spend)
- ✓ Capture supplier innovation and leverage supplier diversity in your category strategies
- ✓ Map supplier risk and performance, including all sub-tier suppliers and subcontractors
- ✓ Improve cash positions by optimizing the Gross Margin Return On Inventory (GMROI)
- ✓ Ensure globally standardized processes while accommodating the local needs of a decentralized organization

A proven and reliable partner for Retail and CPG Leaders



BVLGARI