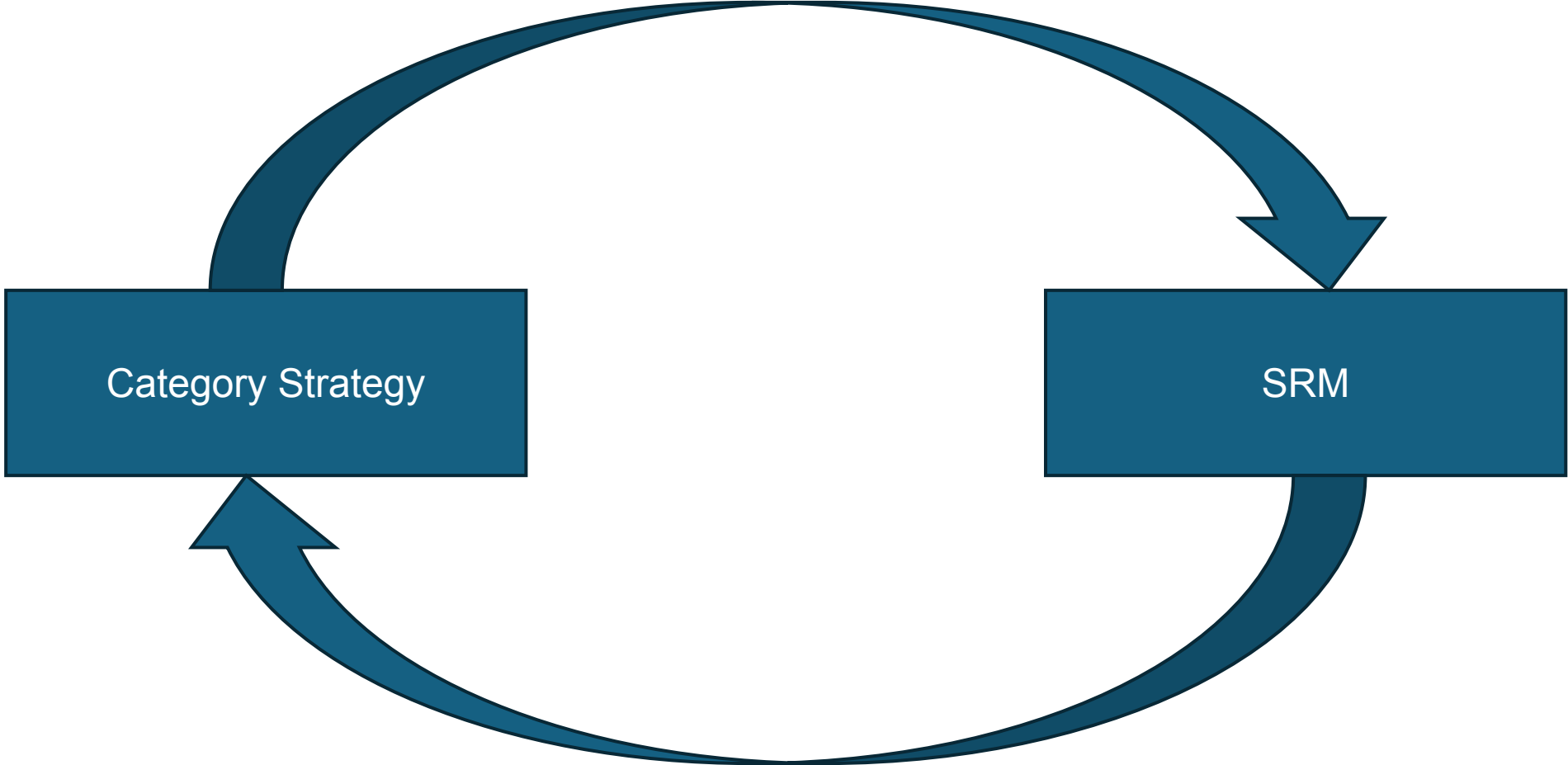


Unlock supply chain performance  
by leveraging supplier collaboration  
& data transparency



## SRM

- **Improved OTIF by driving smarter sourcing decision**
- Aligning supplier with company objectives

# **Restart production on time after shutdown without increasing our EHS risk**

*Wrong pump ordered*

*750 new pumps in stocks...*

*and 6 weeks delay!*

35 000  
references

8500 SKU

3 naming  
convention,  
4 languages



AI test



1500  
obsolete  
parts

700 items  
duplicated

Price &  
deliver  
terms  
differences

# **Opportunity to anticipate and decrease planning risks**

*Risk triggered action included in category strategy*



Simplified  
supply chain



Focus on OTIF  
vs OTD



Back up on site  
during  
shutdown

## SRM

- Improved OTIF by driving smarter sourcing decision
- **Aligning supplier with company objectives**

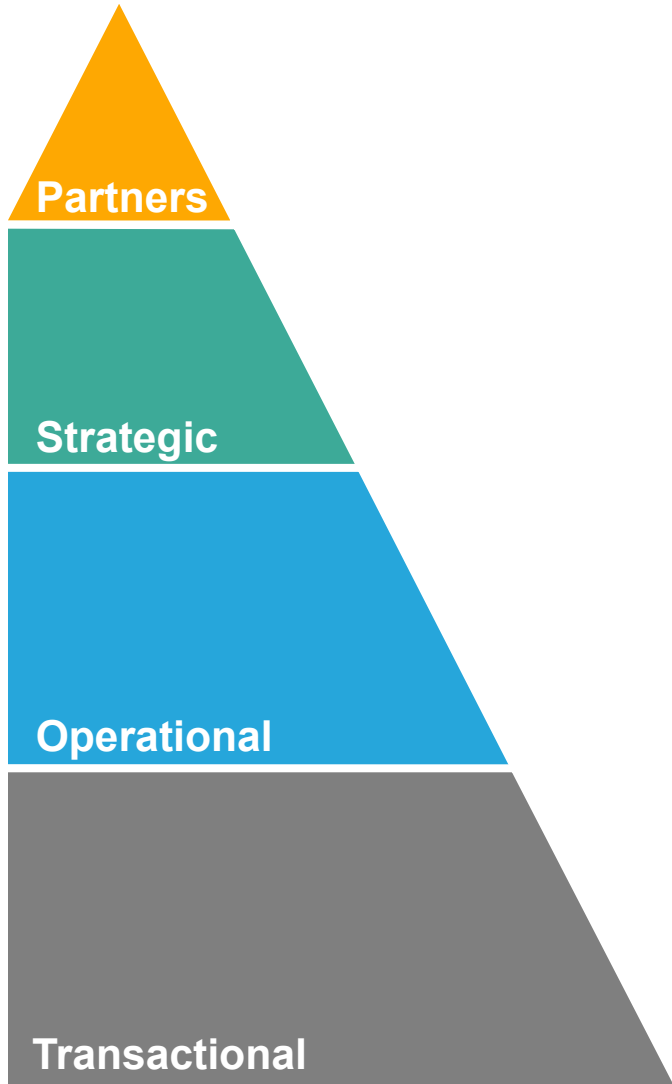
# Increase Equipment performance

*5 equipments*

*Output: 30% of the design capacity*

*Manufacturing bottleneck*

*Compensate with a new investment*



**Where is my  
supplier?**

**DATA**

**DATA** → **DEAL**

**DATA** → **DEAL** → **Process**

**DATA** → **DEAL** → **Process** → **People**

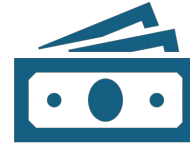
**DATA** → **DEAL** → **Process** → **People** → **Resilience**



Manufacturing Team  
lead & maintenance  
recognition



60% of the design  
capacity



No investment needed



Mastering our  
equipment



How is procurement strengthening supplier transparency to mitigate risk?

Are your supplier aware of your company strategy?



Thank you