

2023-2024 Reflections

March 2024



Unilever

UniOps

Capability. Technology. Experience.

2023 Reflections

SAM



Saving

€ 14 mn savings delivered from multiple publishers like SAP, MS, Oracle and Dassault



Contract Closed

- Microsoft
- SAP PLM RiSE and BTP-Integration
- IBM
- Oracle
- Salesforce



Audits Closed

- Aveva
- Dassault
- Ansys



Others

- SaaS Policy roll out
- Ways of working defined and agreed between SAM and Procurement – CPM for major publishers

VMO



Saving

- € ~ 22 Mn VMO Led BAU savings delivered (~ € 15 Mn in IT) via billing validation, VD, Credit Recon, Rate Cards etc.



Contract Closed

- Major contract renewals for CG and Accenture (D&A and Frontier)
- Infosys pricing renegotiation
- TS – HCL, Google



Sparta Projects

- Tail Spend: € 2.3 Mn savings ,
- Next Gen SI: € 4.2 Mn savings delivered
- Vendor rationalization: 18% reduction in IT



Performance/Obligation Management

- SBRs All Tier 1 and some Tier 2 (BT, Cisco)
- Dispute management – Accenture AD, Infosys rates
- Compliance dashboard: Top 20 contracts
- Contract visibility: 70% of all Uniops contracts

2024 Objectives

SAM



Saving

Target to achieve **€ 10 mn** savings through various initiatives



Initiatives

- SAP RISE – Full Scope
- User Based Software Rationalization
- OSS Framework to be published by Q3
- SAP Cost Amortization
- Usage Optimization
- IBM IASP implementation to move away from traditional software license verification audits
- True-ups for all key contracts

VMO



Saving/ Value Unlock

- € ~ 15 Mn VMO Led BAU savings target (~ **€ 6 Mn** in IT)
- **Next Gen SI** - € ~ 7.5 Mn; **Tail** – € 1.6 Mn **Middle** ; € 4.8 Mn
- Vendor rationalization: **17%**
- IDC and DaaS support
- SBR for all T1 and T2 suppliers



Contract Renewals

- BT , Avanade, Microland, Fractal



Digital Agenda

- 70% data accessibility
- 50% effort reduction via automation and AI implementation



3P Risk and Audit

- 3P Risk Framework Development and visibility into risks
- Audit preparedness – Enterprise/ resilience

THANK YOU



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VMO Objectives & Key Results 2024



Partner to maximize value from UniOps' third-party relationships and enable data-driven business decisions through Leadership in Contract Management.

	Value Unlock	Internal efficiency	Supplier risk & contract compliance	Process standardisation	VMO Digital Agenda
Objectives	<ul style="list-style-type: none"> Cost optimisation Rigorous performance management Strategic supplier partnerships 	<ul style="list-style-type: none"> Unlock VMO capability through transformation and productivity gains 	<ul style="list-style-type: none"> Reduce UniOps 3P risk 	<ul style="list-style-type: none"> Standardised, rationalized & simplified processes 	<ul style="list-style-type: none"> Data powerhouse Automated VMO
Key results	<p>Sparta:</p> <ul style="list-style-type: none"> Saving of 13.9 Mn in 2024 Vendor rationalization of addiitonal 17% <p>VMO IT savings: 15 Mn</p> <p>100% visibility of supplier performance through rigorous governance</p>	<p>10% cost reduction in 3P spend</p> <p>10% reduction of transitional work</p>	<p>100% visibility of supplier risks for Tier 1 and Tier 2 contracts (Tier 1 H1 and Tier 2 H2)</p> <p>100% compliance framework development</p> <p>100% audit compliance</p>	<p>100% of partnering teams engaged & aligned to RACI (H1)</p> <p>10% effort reduction via standardising/ improving 3 processes</p>	<p>100% visibility of spend and cost drivers (excluding hyper local tail spend)</p> <p>50% data integration and 70% data accessibility</p> <p>50% effort reduction via automation and AI implementation</p>
People					
Objectives	Build a highly skilled, engaged, balanced & outcome focused OneVMO team				Key results
					<p>100% Improvement on psychological safety (WL1 UniVoice)</p> <p>100% team to achieve Target level 5, in 3 mandatory training programmes</p> <p>100% of team have SMART goals & objectives documented by end of Jan 2024</p> <p>10% improvement of operational effectiveness (UniVoice)</p>