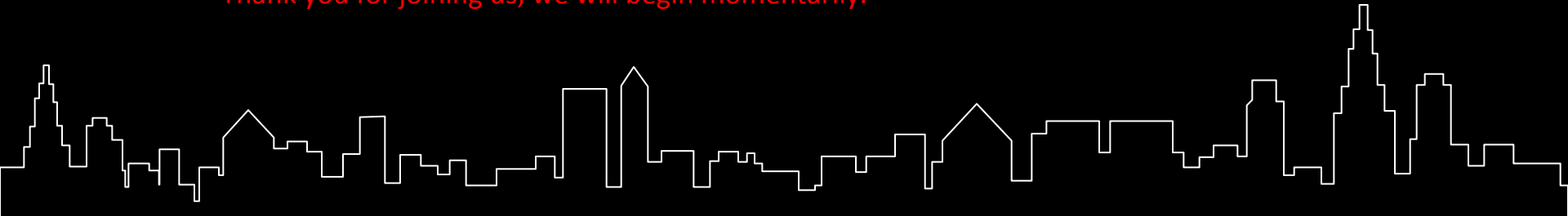




Beyond The Bolt: How Cloud-Based Solutions Have Transformed Procurement

Welcome to Today's Webinar, presented by Market Dojo

Thank you for joining us, we will begin momentarily.



Sheena Donaldson

- Sheena Donaldson is the Knowledge Manager (MCIPS Chartered) at CIPS based in Nottingham, United Kingdom.
- Experienced Procurement Manager with 20+ years of global sourcing & purchasing expertise through wholesale and manufacturing industries. Skilled in negotiation, spend analysis, operations management, statistical data analysis, team development and building effective procurement strategies.
- “Digitisation and disruptive technologies is a primary focus for me in 2019 and is a core topic of discussion with our membership following a great deal of interest in 2018.”

Knowledge Manager (MCIPS Chartered) CIPS



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Tim Cummins

- Tim Cummins is the President and Guest Speaker at IACCM based in New York City, USA
 - Tim's career included successful growth in corporate banking, automotive, aerospace and technology industries, plus leadership of start-ups. Today, he travel the world, meeting and speaking with major corporations, government officials, politicians, NGOs, academics and entrepreneurs, spreading belief that we can do things better. Tim's words are backed by the strength of research and practical examples of the benefit that comes from enabling commercial innovation.
 - "I believe that commercial innovation is fundamental to human creativity and the development of sustainable trading relationships. My experience has shown me that academia and business do not invest sufficiently in creating the necessary skills or structure for commercial competence to flourish."
-

President and Guest Speaker IACCM



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Alun Rafique

- Alun worked as an Aeronautical engineer at Rolls-Royce before moving into procurement as a buyer for one of the assembly plants. He expanded his procurement skills working on secondment for the MoD whilst working for PwC.
- Alun developed his skill set further to include sales and account management by selling engineering software solutions obtaining the position of UK Sales Manager.
- As an Account Manager at Vendigital, the role combined the skills of engineering, buying, consultancy and software sales, selling and managing projects in the e-Sourcing sector.
- In 2010, Alun co-founded Market Dojo alongside Nick Drewe and Nic Martin where he has taken on the role of CEO, as well as overseeing accounts and marketing activities.



Co-Founder and CEO Market Dojo



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Jon Hansen

- As the Editor and lead writer for the Procurement Insights Blog, Jon Hansen has written nearly 3,000 articles and papers; as well as five books on subjects as diverse as supply chain practice, public sector policy, emerging business trends and social media.
- Regular contributor to Go Daddy Blog regarding emerging business trends and social media.
- In addition to being a much sought after speaker and moderator internationally, Jon is also the host of the highly acclaimed PI Window on The World Show on Blog Talk Radio, which has aired more than 800 episodes.
- A two-time Ottawa Finalist for the Ernst & Young Entrepreneur of the Year Award, out of a group of 15,000, Blog Talk Radio named Jon Hansen as one of their top 300 hosts.



Editor and Lead Writer Procurement Insights



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After The Webinar...

#SaaSbolt



@MarketDojo



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Today's Agenda

- What procurement looked like **before** Gartner's postmodern ERP world
 - What did procurement look like **after** Gartner's postmodern ERP world?
 - What your procurement **should** look like **today**
-

What to expect from today...

Before: On The Outside Looking In



Poll #1

What level of involvement did your procurement organization have with regard to selecting your current procurement solution?

- Significantly involved
 - Moderately involved
 - Somewhat involved
 - Not Involved
-



The Procurement Professional Perspective

“However, the **same individual** concluded that “one strategic business thinker with the **right skills** and capabilities is worth 10 or 12 of your normal, run-of-the-mill purchasing people.”

Procurement's expanding role and the executive of the future – Procurement Insights (August 3rd, 2007)



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The Procurement Professional Perspective

“the context, history and the culture of the company is important. Take a specific category as an example. I moved to Nestle from a company where procurement was heavily involved in any new capital expenditure project right from the start. Now I find myself in a situation where we have very limited involvement to actually influence the buying decision.

[Procurement's expanding role and the executive of the future](#) – Procurement Insights (August 3rd, 2007)



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The Service Provider Perspective

“In this particular case the **decision by Ariba** to be **one of the first** to move toward an **on-demand** (now commonly referred to as a software-as-a-service or SaaS) product offering.

(Note: a November 14th, 2005 article in eWeek.com titled Ariba Follows the On-Demand Trend, Renee Boucher Ferguson reported that software companies from “Microsoft Corp. to SAP AG and Oracle Corp. were also embracing the on-demand model” at that time.)”

[The Ariba Interviews: Re-engineering the Future of On-Demand?](#) – Procurement Insights (August 31st, 2007)



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The Service Provider Perspective

“According to Simon Bragg, research director for enterprise software at ARC Advisory Group, **smaller ERP** providers are **successful** because of their ability to **exploit** what he referred to as **niche** markets. Combined with IDC’s Joel Martin’s position that the **SaaS model provides smaller players with a competitive advantage**, offers some insight into the success these firms have experienced in terms of client acceptance at the SME level.”

[The Ariba Interviews: Re-engineering the Future of On-Demand?](#) – Procurement Insights (August 31st, 2007)



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The Service Provider Perspective

“That said Bragg cautions that “SAP and Oracle are getting exceedingly good at identifying niches which could be served with only minor tweaks to their core products.” “For years” according to Bragg “SAP couldn’t do it,” however as they develop their capabilities in response to market changes, the “niches” as he calls them are “disappearing fast.”

[The Ariba Interviews: Re-engineering the Future of On-Demand?](#) – Procurement Insights (August 31st, 2007)

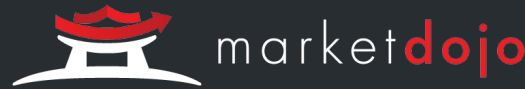


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The Case Study

“As a result, they avoided the trap of eVA becoming a software project as Bob put it, and were thereby able shift the emphasis from an exercise in cost justification, to one of process understanding and refinement. And while the **Ariba** application has **done the job** it was required to do, eVA’s effectiveness has little to do with the technology and more to do with the **methodology** the Virginia brain trust employed. It is when technology (nee **software**) is seen as the **primary** vehicle to drive **results** that it becomes **ineffectual** and mostly irrelevant. The 75 to 85% e-procurement initiative failure rate gives testimony to this fact.”

[Yes Virginia! There is more to e-procurement than software! \(Part 1\)](#) – Procurement Insights (September 12th, 2007)



After: Walking Through The Door



Poll #2

Who had the greatest influence on the decision to acquire your current procurement platform(s)?

- CFO
 - CPO
 - CIO
 - All Three Equally
-



The Procurement Professional Perspective

“Think about that for just moment as you reflect on your career in purchasing. Then ask **yourself** if you have been equipped with the necessary skill sets to be a **strategic contributor** or just a run-of-the-mill disposable resource for your present organization.”

According to study conducted over three decades buyers warrant little consideration in terms of value to the organization – Procurement Insights (February 8th, 2011)



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The Procurement Professional Perspective

“In terms of the “**low-level buyers**” reference, we must remember that in 2007 cloud-based P2P solutions were not on the **collective horizon**, nor would they have been **understood** relative to the extent of their impact on the market. Once again, these new solutions render the **low-level** buyer position dispensable.”

[Buyers need not apply](#) – Procurement Insights (March 24th, 2014)



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The Procurement Professional Perspective

“With a 4.0 grade average from McGill University, and a ton of business experience including **handling sustainable farming** and the procurement of pickles from India, she is the poster person for all that the **procurement profession** can, and will become in the next few years.”

[The Face of Procurement's Generation Next](#) – Procurement Insights (January 23rd, 2015)



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The Service Provider Perspective

“When ERP was in its heyday, CEOs and business executives wanted reliable and integrated solutions, so they seized upon ERP as the way to provide this,” said Mr. Kyte. “Business stakeholders still want these same qualities, but now they assume that these qualities will be present in any software solution, and their requirements have switched to the twin concerns of lowering IT costs and seeking increased flexibility. A system that is not sufficiently flexible to meet changing business demands is an anchor, not a sail, holding the business back, not driving it forward.”

Does Gartner’s “Postmodern” ERP moniker put a positive spin on what is in reality the equivalent of technology landfill? – Procurement Insights (December 6th, 2014)



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The Service Provider Perspective

“I would say that one of the biggest **challenges** facing Purchasing **leaders** in 2015 at bigger organizations is to **escape** from the constraining clutch of **legacy enterprise systems**. As the transformation takes place I think looking back Purchasing professionals will be surprised how much the **ERP system** actually **limited** what purchasing could do.”

Does Gartner's "Postmodern" ERP moniker put a positive spin on what is in reality the equivalent of technology landfill? – Procurement Insights (December 6th, 2014)



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The Case Study

From Market Dojo: CASE STUDY

NOW: Taking A Seat



Poll #3

On what is your procurement platform based?

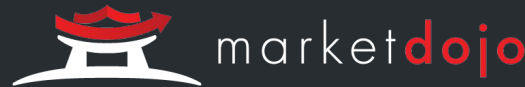
- On-Demand (SaaS)
 - Bridge...
 - ERP
 - Not Sure
-



The Shared Perspective

“Based on our data, this **transcension** from an adjunct application to being the engine that drives procurement excellence and improved outcomes is today a **reality**. Specifically, and as illustrated in the accompanying graph, client conversions from a single entry-level license to a multi-solution enterprise license continues to **rise**.”

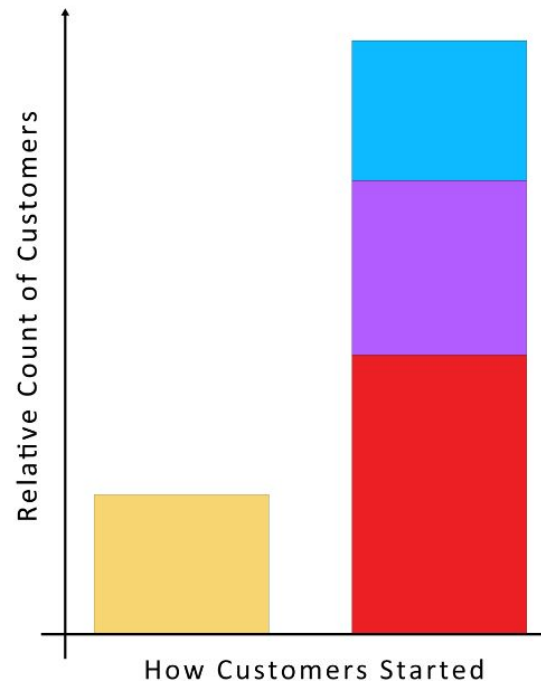
[Beyond The Bolt: How Cloud-Based Solutions Have Transformed Procurement](#) – Market Dojo Blog(November, 2018)



The Shared Perspective

Beyond The Bolt: How Cloud-Based Solutions Have Transformed Procurement – Market Dojo Blog (November, 2018)

How Market Dojo Customers Started and Grew



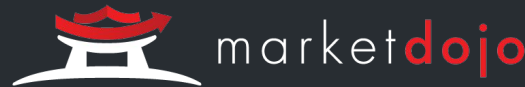
Key

- Started Enterprise
- Started On-Demand
- Grew No. of Licences or Products
- Became Full Enterprise

The Shared Perspective

“Driven by factors such as **ease-of-use** and an **intuitive** user interface – something that was **missing** from the more cumbersome **ERP alternatives** there is today instant benefits for stakeholders. Especially regarding event turnaround, which is now counted by **hours** as opposed to **weeks**.”

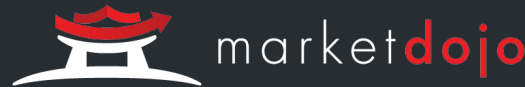
[Beyond The Bolt: How Cloud-Based Solutions Have Transformed Procurement](#) – Market Dojo Blog(November, 2018)



The Shared Perspective

“When everything is said and done, the ability to **recognize** and **adapt** to the **real-time demands** of a global enterprise in the digital age is the defining characteristic of the postmodern ERP era.”

[Beyond The Bolt: How Cloud-Based Solutions Have Transformed Procurement](#) – Market Dojo Blog(November, 2018)





All Roads Lead
To . . .

Q & A



After The Webinar TweetChat

#SaaS Bolt



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