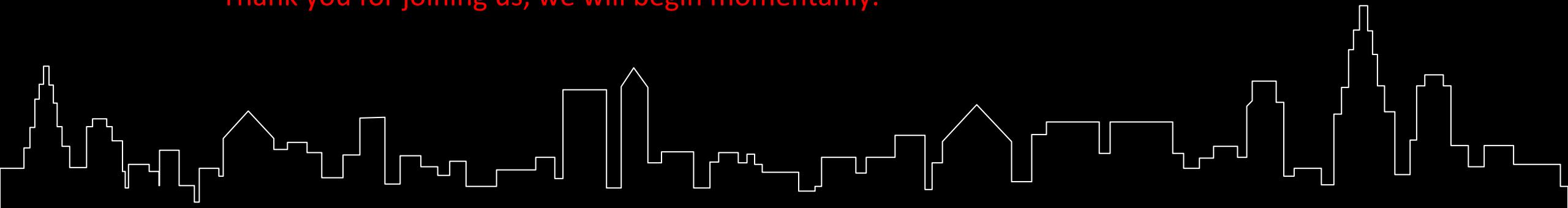




EVOLUTION BEFORE TRANSFORMATION: How Procurement Will Best Leverage Digital On-Demand To Achieve Real Change

Welcome to Today's Webinar, presented by Market Dojo

Thank you for joining us, we will begin momentarily.



André Le Lerre

- André Le Lerre has more than 30 years of international business experience of leading and transforming strategic commercial functions in particular procurement, sales, IT and product development.
 - Le Lerre has a strong focus on digital transformation, promoting an approach which combines managing the people issues of change management with a powerful use of data metrics and analytics to drive strategic direction and predict and track strategy execution.
 - Over the span of his career, Lerre has conceived, set-up and driven large scale and often complex change programs successfully re-shaping delivery models and internal capabilities to meet evolving business needs.
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Management Consultant Insight2Income Limited



Colum Colbert

- A Chartered Accountant, Colum formerly worked for 12 years as a manager in Baxter Healthcare's Finance Shared Services Centre. Here, he managed areas including Finance Training, AP, Procurement Services and GL.
 - He joined Paddy Power Betfair (PPB) plc in late 2013 as Senior Manager for Disbursements, covering AP and Payroll.
 - Since 2017, Colum has led PPB's Procurement Services team, responsible for driving Systems strategy.
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Head of Procurement Services Paddy Power Betfair



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



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



After The Webinar...

#SaaSDojo



@MarketDojo

Today's Agenda

- **Assess** your current procurement practice to determine the best point of entry for a SaaS solution;
 - **Develop** a longer-term integration strategy to identify both when and how to take a SaaS implementation to the next level;
 - **Implement** a continuous measurement protocol to ensure that you realise maximum returns consistently - including **change management**
-

What to expect from today...

ASSESS



Poll #1

When looking to implement eProcurement technology
which area of your procurement practice should you
assess first?

- Policy
 - Process
 - Systems
 - Other
-

Evolution Before Transformation - Assess

“extracting benefits from new technologies can be problematic and that taking “**small incremental** process improvement steps are **not going to be sufficient** for most organisations.””

[2019 Year of the Leapfrog](#) – André Le Lerre (January 2nd, 2019)

Evolution Before Transformation - Assess

“achieving digital success occurs with **bold leapfrog jumps forward** in ways of **working and doing business.**”

[2019 Year of the Leapfrog](#) – André Le Lerre (January 2nd, 2019)

Evolution Before Transformation - Assess

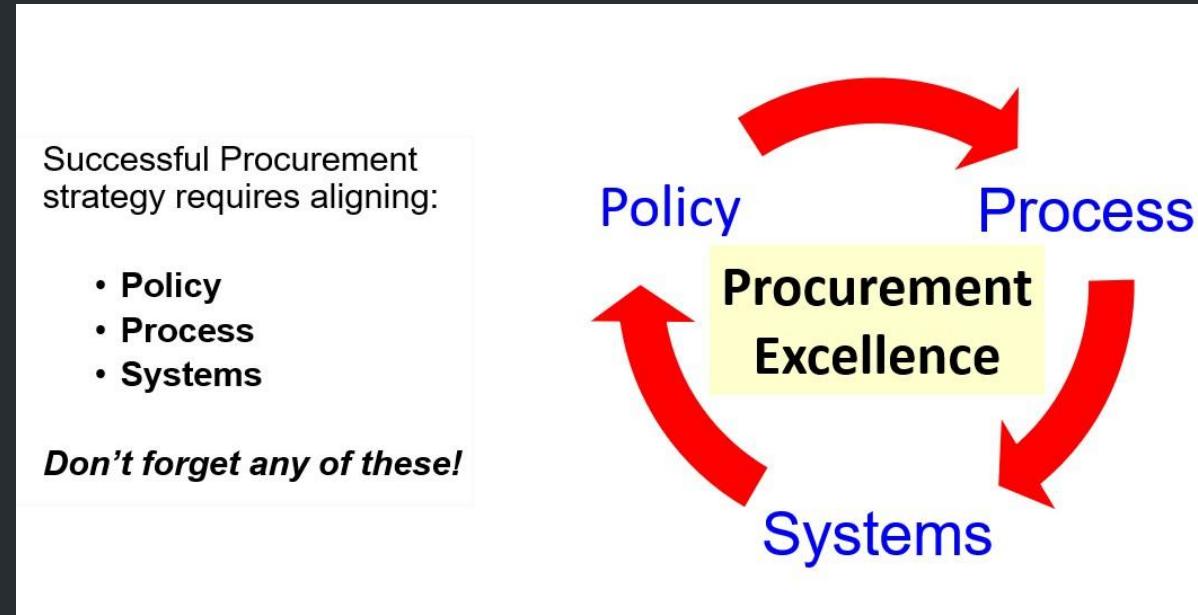
“The fact is that there are so to speak many **different roads** that lead to Rome. While finding the right road for your organization is the key, you still have to have **the big picture**, your destination, i.e., Rome in your end sight.”

[Digitizing Procurement: Not Everyone Takes The Same Road To Rome](#) – André Le Lerre (May 2019)

Evolution Before Transformation - Assess

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Evolution Before Transformation - Assess



Colum Colbert, Head of Procurement Services, Paddy Power Betfair

DEVELOP



Poll #2

Which area of the procurement practice should be automated first?

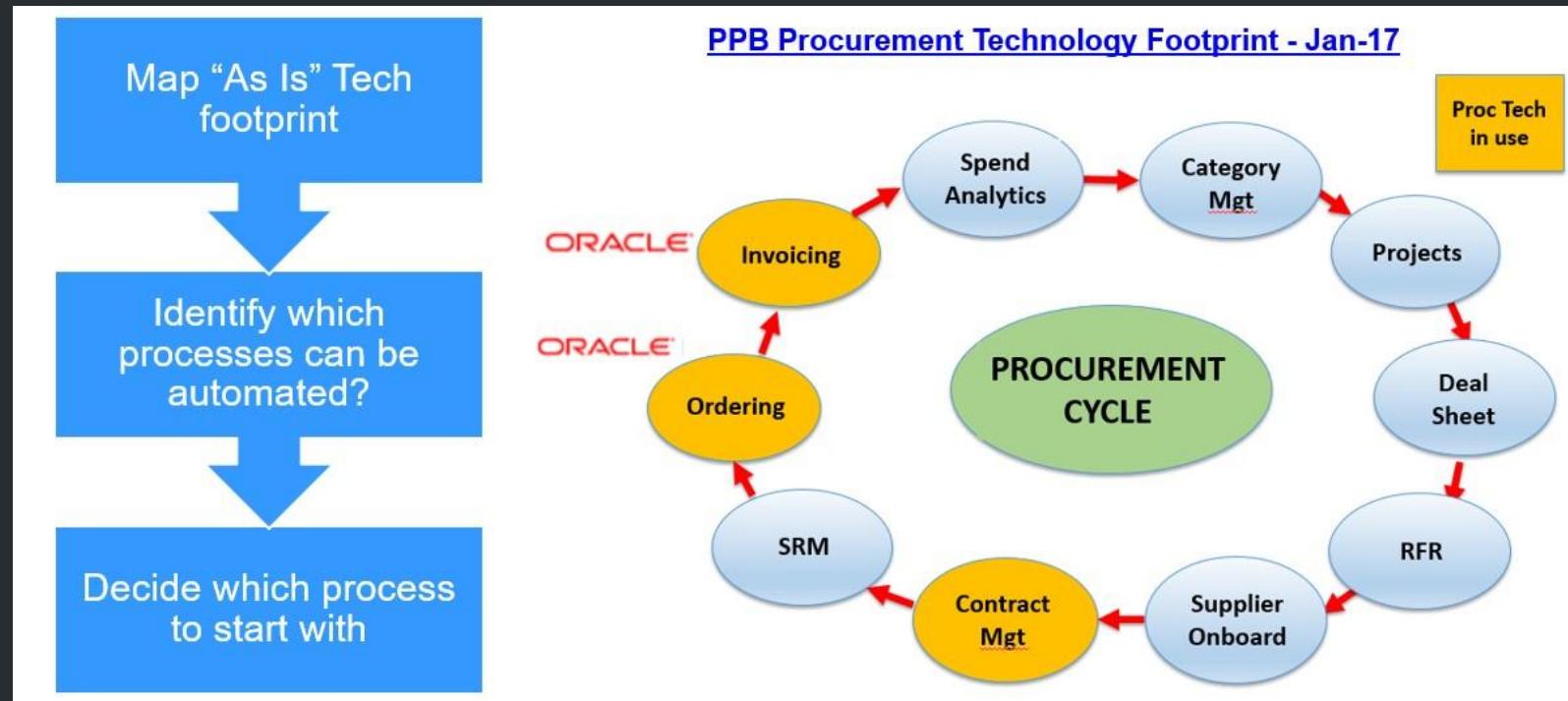
- Spend Analytics and/or Pipeline Management
- eSourcing (RFx, Auctions) and/or Supplier Engagement
- Contract Management and/or Supplier Relationship Management
- Ordering And Invoicing
- Other

Evolution Before Transformation - Develop

“Depending on where you start, and while the road to Rome will be different for each traveller, the **key to your success** is to **identify the right road** for you and your organisation.”

[Digitizing Procurement: Not Everyone Takes The Same Road To Rome](#) – André Le Lerre (May 2019)

Evolution Before Transformation - Develop



Colum Colbert, Head of Procurement Services, Paddy Power Betfair

Evolution Before Transformation - Develop

In which area or areas of your procurement practice was a SaaS solution (Market Dojo) Implemented?

- Ordering And Invoicing
- Spend Analytics
- Category Management
- RFx
- Contract Management
- Supplier Relationship Management
- Other

IMPLEMENT (CHANGE)

Implement

Poll #3

When implementing an eProcurement solution, which one of the following is necessary for success?

- Phased, modular, controlled approach
- Parallel evolution of the technology and process
- Minimised disruption of Technology for stakeholders
- Other

Evolution Before Transformation - Implement (Change)

“I would hazard that the **main obstacle** to most enterprises in **extracting the maximum benefits** from new technologies lands with the difficulties of designing and executing the significant and often disruptive **process change** required to deliver on the new system capabilities.”

[2019 Year of the Leapfrog](#) – André Le Lerre (January 2nd, 2019)

Evolution Before Transformation - Implement (Change)

What did we do?

- “Crawl-Walk-Run”
- *Phased, modular, controlled approach*
- *Started small*
- *Bought selectively, for highest ROI*
- *Parallel evolution of the technology and process*
- *Minimised disruption of Technology for our stakeholders*
- *Used technology to improved service to stakeholders and Procurement’s brand*

What did we NOT do?

- “Big bang” on Day 1
- *Bite off more than we could chew*
- *Start large*
- *Buy Big*
- *Apply elaborate technology to immature process*
- *Disrupt stakeholders*
- *Make lives of stakeholders worse*
- *Damage the brand of Procurement*

Colum Colbert, Head of Procurement Services, Paddy Power Betfair



market **dojo**

ALL ROADS LEAD TO...



Q & A

After The Webinar...

#SaaSDojo



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