

A holistic approach to controlling starts at the very beginning of the value creation process with the procurement process, in order to benefit from the long-term value contributions that procurement provides

Our view

Ever-shorter product lifecycles and volatile market requirements are rapidly changing and accelerating the business world. Businesses have an increasingly limited ability to generate profits simply by improving sales figures.

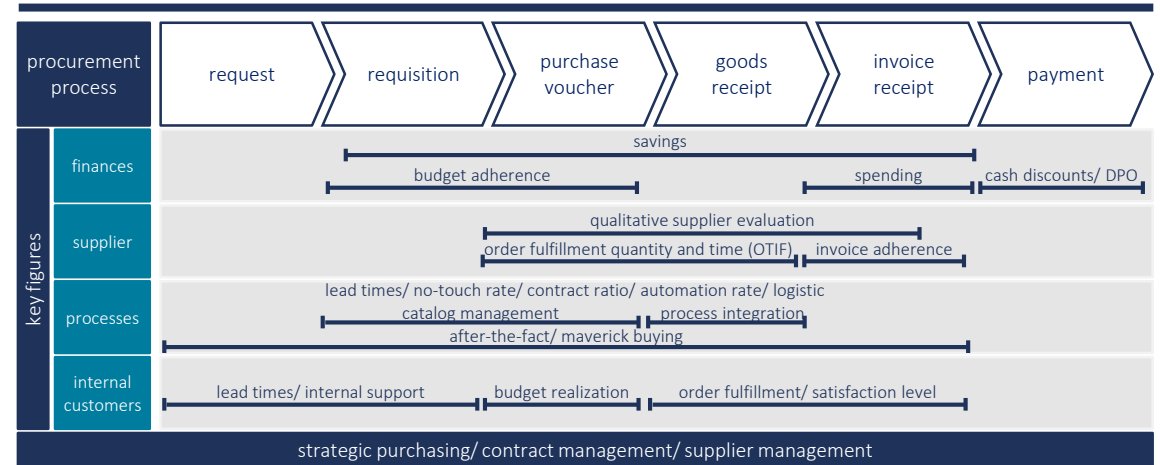
There is a growing pressure on procurement organizations to achieve long-term, result-relevant savings while still providing the right raw materials/services at the right time, in the right quality, and at the right location.

In order to ensure an ongoing, optimal contribution to value creation, consistent and transparent procurement controlling must be provided to manage the value and quantity flows relevant to purchasing. This creates the basis for achieving savings that successfully affect net income.

The benefits

- ▶ Creation of organizational procurement controlling and integration into the holistic controlling organization
- ▶ Identification of the key metrics/ KPIs of the procurement process and the procurement organization
- ▶ Harmonization of multi-divisional organizational structures with consideration of various degrees of freedom in each division
- ▶ Qualified selection and application of adequate and flexible IT solutions
- ▶ Seamless integration into operational planning (e.g. sales & operations planning, supply chain planning)
- ▶ Professional support from conception to implementation

Challenge: Defining the main KPIs



Holistic procurement controlling

