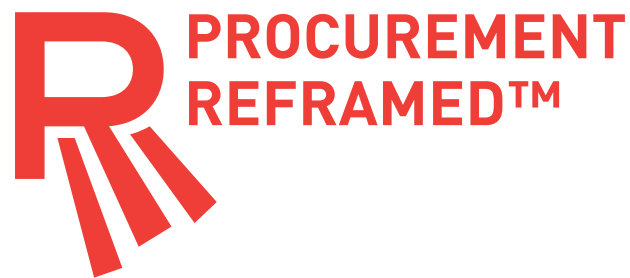
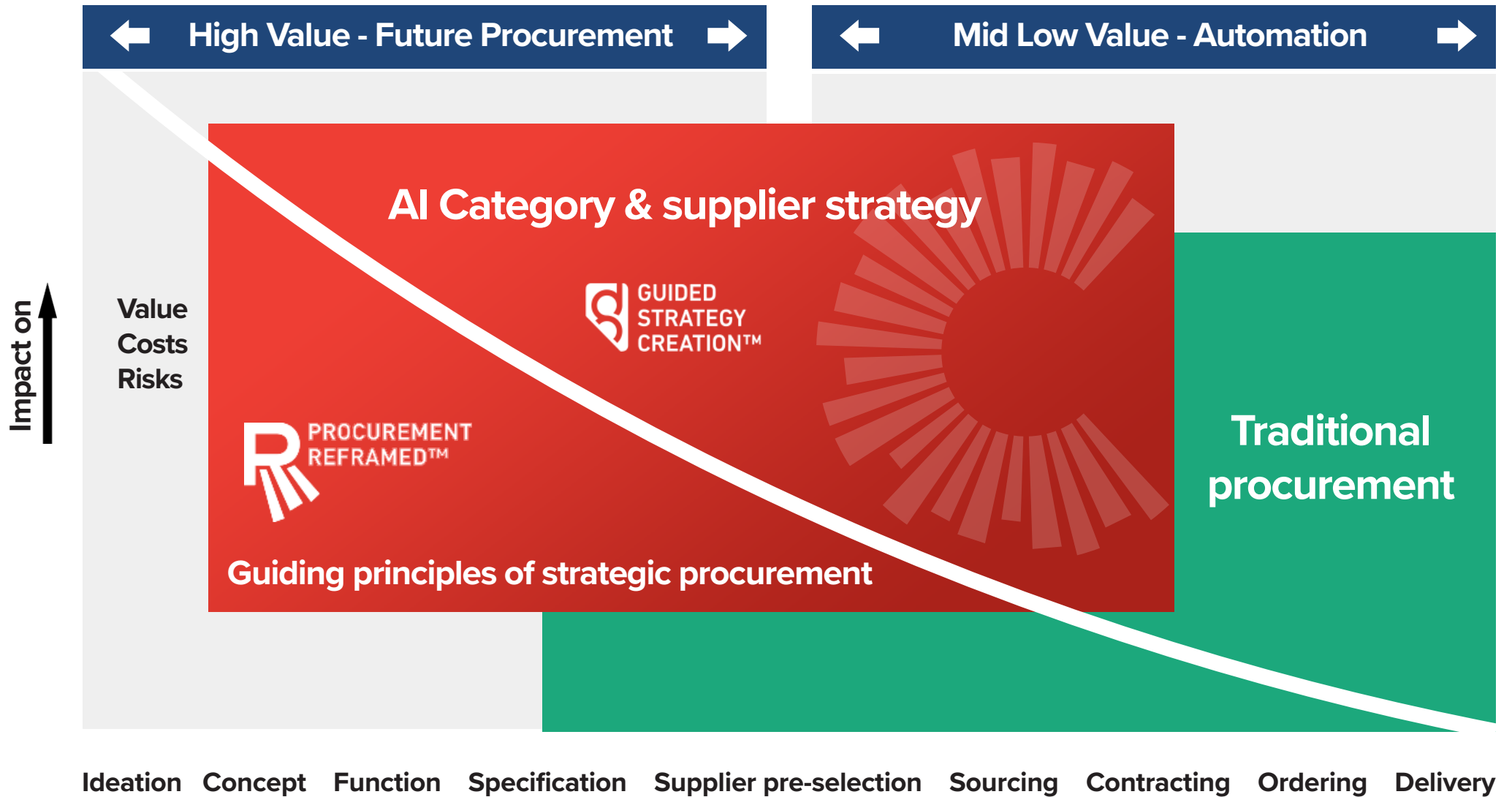




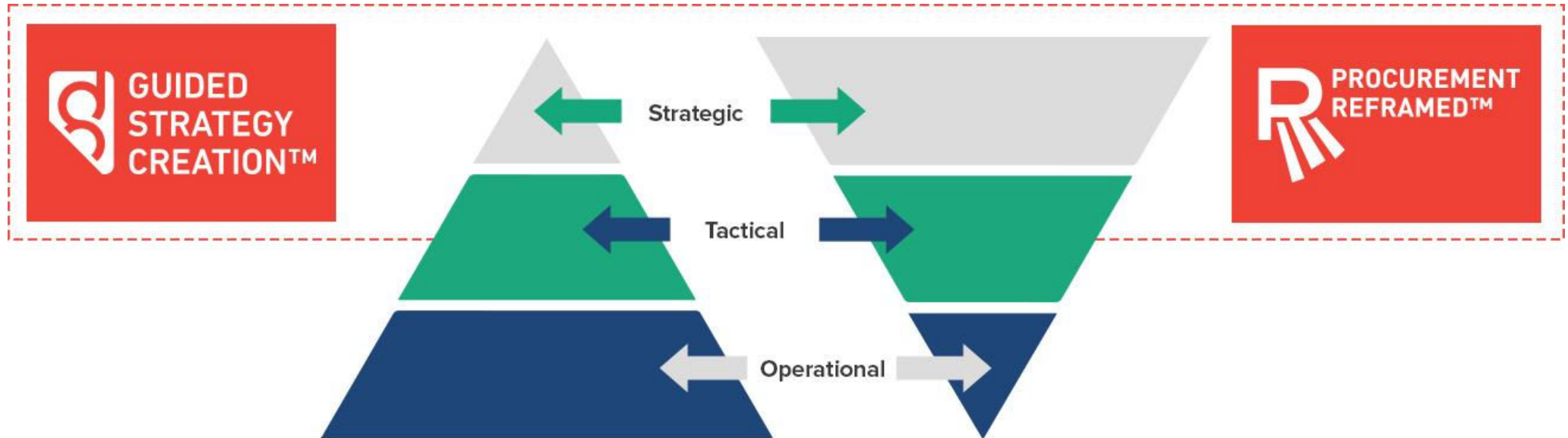
AI-powered Category Management Software



The Changing Role of Procurement for More Business Value



Procurement Transformation Needs to be Strategic First, and then Digital



Strategic and tactical activities in focus

Identify true business needs and wants
Identify internal and external challenges
Integrate market intelligence
Develop the right category strategy

Mobilize senior stakeholders
Manage strategy implementation
Track results and KPIs

The Cirtuo 15 Guiding Principles and Rules of Strategic Procurement

Strategy and Alignment

- 1 Rule of Alignment**
Procurement strategies are aligned with business strategies to support the fulfillment of the company's objective
- 2 Rule of Equality**
Category, supplier and overall procurement strategies equally focus on value, costs and risks
- 3 Rule of Insight**
Procurement strategies address current and future business requirements, as well as internal and external challenges
- 4 Rule of Agility**
Procurement strategies are continuously adapted to changes
- 5 Rule of Aspiration**
C-Level and end customers are the genuine stakeholders

Responsibility and Relationships

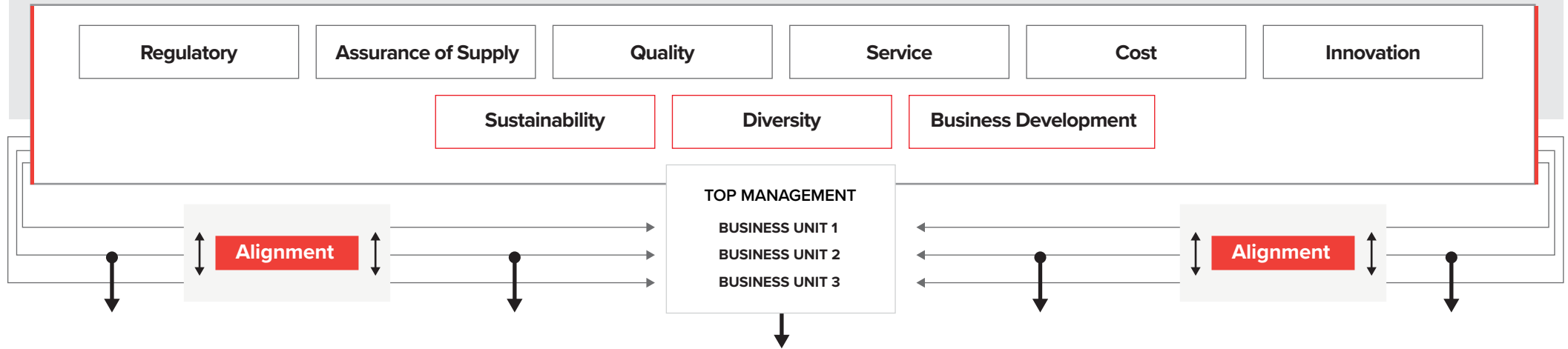
- 6 Rule of Responsibility**
Procurement professionals are accountable for strategy creation, validation, and implementation
- 7 Rule of Relationships**
Procurement professionals are responsible for relationships with stakeholders and suppliers for mutual benefit
- 8 Rule of Knowledge**
Procurement professionals are responsible for enriching and disseminating knowledge to peers and stakeholders gained **through practical experience and education**
- 9 Rule of Sustainability**
Procurement enables all relevant sustainability
- 10 Rule of Ethics**
Follow best ethical principles in procurement

Operating model and Organization

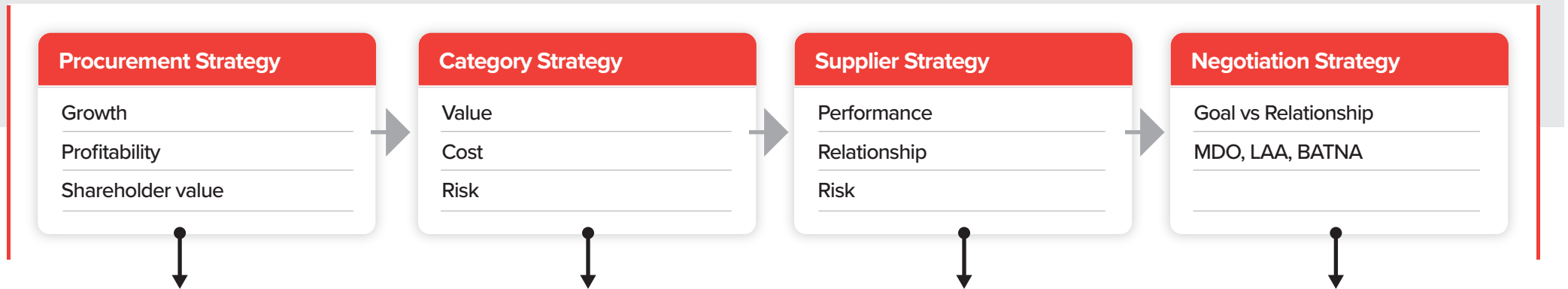
- 11 Rule of Design**
The Procurement operating model and organization are designed to support the implementation of procurement strategies at all levels
- 12 Rule of Automation**
Automate all operational and tactical activities to the maximum possible extent
- 13 Rule of Relevance**
KPIs need to support the realization of each individual strategy; one-size-fits-all KPIs are of secondary importance
- 14 Rule of Integration**
Strategic, tactical and operational activities and systems need to be integrated at all levels
- 15 Rule of Change**
Procurement transformation is an ongoing process of continuously adapt the operating model and organization to actual strategies

Procurement Strategies Alignment Framework:

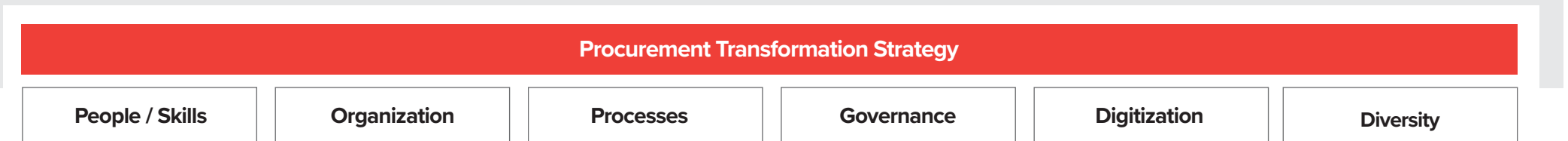
Alignment and Prioritization of Business Requirements is Key



Procurement Strategies



Organization Development



Category Strategies Created by a Powerful Expert System Engine

Origin

Compound knowledge from 1500 workshops with 10.000+ category managers and more than 25.000 category strategies.



Spend data

Item-supplier spend data.

Kraljic & preferencing

Supply-demand balance.

Business requirements

Prioritized needs and wants.

External Data Enrichment

Market intelligence with 2000+ categories fully digitized and regularly updated for automated integration to support strategy.



Options	Benefit	Sc...	Max. Sc...	Rank distribution
3.10 Leverage on price development - fix prices during the uptrend	High	69,00	32,00	
3.13 Manage currency risk exposure	High	28,00	28,00	
5.2 Improve suppliers performance	High	8,00	67,00	
6.1 Set supply / value chain to be agile or lean	High	6,00	42,00	
6.5 Implement supply network mapping	High	6,00	57,00	
8.7 Take political influence on regulatory framework	Mid	6,00	74,00	
7.10 Enforce quality management	Mid	1,00	50,00	
1.1 Perform competitive bidding with current and known suppliers	Mid	0,00	109,00	
1.2 Identify target countries providing competitive advantage in sourcing	Mid	0,00	65,00	
1.3 Perform internal / external supplier portfolio benchmarking	Low	0,00	37,00	

Market & category analysis

External and internal constraints.

Output

Build better strategies faster and with higher impact, scalability of category strategy across the entire organization.



AI-based strategies

Get recommendations for the best possible strategic options on **VALUE, COSTS, & RISKS.**

Cost analysis

Cost modeling and pricing.

Risk management

Strategic, tactical, supply chain risks identified.



Strategy Development and Execution

