

Chr. Hansen with Sievo.

Chr. Hansen Case Study
Savings Lifecycle

Sievo

Chr. Hansen Case Study Savings Lifecycle



STEEN PEITERSEN
CPO/VP Global Sourcing

CHR. HANSEN
Hørsholm, Denmark
Biotechnology
3,000+ employees
www.chr-hansen.com

"Sievo has been key for us to follow up on the savings that we create and to ensure alignment with finance function on the savings that we report. Furthermore, the flexibility and speed at which we can change the scope and focus area of Sievo reporting to reflect the changing requests of the market situation and stakeholders has given us clear tangible benefits."

01. Starting point

Objective

To provide visibility to all purchasing spend (direct, indirect, logistics) and prices to provide fact basis for the procurement transformation project

Sievo has played a vital role in Chr. Hansen's journey of transforming procurement performance. With the help of Sievo, not only were the created savings ensured to hit the bottom line, but also resonated with the finance building trust and alignment with key stakeholders.

02. Procurement Transformation Project

When Chr. Hansen was executing a transformation project in its procurement organization, it involved Sievo to provide visibility to all purchasing spend.

- Immediately after the project, Sievo was used to ensure that the savings created during the project hit the bottom line
- When the transformation project ended, the primary focus of Sievo was changed to follow up on annual savings against historical baselines
- This reporting covers areas such as total financial impact, root cause analysis (purchase prices, currency rate deviations, market price impact), and procurement savings

03. Expanding to new areas of measurement

Since the initial focus on spend and savings, the coverage of Sievo measurement at Chr. Hansen has expanded to other areas, such as payment term and purchase process tracking.

04. Results

- The transparency that Sievo provided during and after the project execution were crucial elements in ensuring that the financial benefits created during the project hit the bottom line
- Sievo provided visibility to savings and alignment with finance
- Sievo was configured to report deviations to budgets to support discussion between procurement, finance and other business units

"Through Sievo we were able to validate and align financial approach with sourcing approach and we got the full credibility. Four years later, we are still steps ahead with everything concerning saving calculations in Chr. Hansen."

— STEEN PEITERSEN



ABOUT CHR HANSEN

Chr. Hansen is a global bioscience company founded in 1874. It has main production facilities in Denmark, France, USA and Germany and employees in more than 32 countries.

The company develops natural solutions for the food, nutritional, pharmaceutical and agricultural industries.

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Sievo

Sievo is a leading procurement analytics SaaS-based solution company that provides spend visibility, but also goes way beyond that. We help our clients identify opportunities, translate these opportunities into projects, embed created value into budgets and ensure that savings truly hit the bottom line. We speak the language of procurement and also translate numbers into the financial view.

Our solution is used by thousands of users in best-in-class procurement organizations, such as Deutsche Telekom, ISS and Kellogg's. With our clients, we don't stop at backward-looking reporting but deliver more by creating forward-looking forecasts and comprehensive analytics. We combine internal information with external data sources. With Sievo, human input and machine learning technologies are integrated together. In short, we translate procurement data into dollars.

Since our founding in 2003, we have experienced rapid, profitable and self-financed growth. Currently we employ more than 100 professionals and have offices in Europe and US.

**SIEVO
GLOBAL HEADQUARTERS**

Sievo
Mikonkatu 15 A
FI-00100 Helsinki
Finland

General inquiries:
+358 207 890 340
contact@sievo.com
sievo.com

**SIEVO
US HEADQUARTERS**

Sievo
20 W Kinzie St
Chicago, IL 60654
US

General inquiries:
+1 (312) 489 8271
contactUS@sievo.com
sievo.com



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