



# Fiskars with Sievo.

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Fiskars Case Study  
Spend Analysis

*Sievo*

# Fiskars Case Study

## Spend Analysis

### Logistics

"Sievo has helped us to overcome the challenge of transparency and visibility. Fiskars is a company that has grown and is growing through acquisitions, when we have been acquiring new companies we implement Sievo as soon as possible to get the visibility on the spend."



**EIJA REPO**  
Global Sourcing Director

**FISKARS**  
Helsinki, Finland  
Consumer Goods  
8,600 + employees  
[www.fiskarsgroup.com](http://www.fiskarsgroup.com)

## 01. Starting point

### Objective

To have a solution that will provide transparency and visibility on indirect spend

### Challenges

- Not enough visibility on spend
- Indirect suppliers managed on a smaller scope/ Fiskars volume not leveraged
- Collaboration between locations and sourcing offices
- Maverick buying

### Expectation

Fiskars expects suppliers to be experts, to provide the best knowledge and to guide them in using the tool and getting the most out of it.

## 02. Strategy

### Actions

- Efficient implementation of indirect sourcing and purchasing policy
- Roll-out of e-procurement process and tool
- Process control implementation
- Cross-functional supplier & category management
- Harmonized categories hierarchy shared globally

### Case: Stepping into Supplier Meeting

- How much money are we spending money into that supplier? Which countries?
- What is the payment term?
- What are we buying?
- How has the spend developed?

### 03. Solution & Roll Out

- Implementation started 2012
- Strong dedication in making it work by 2015
- 2016: 2 new ERP integration (acquire WWRD)
- Fiskars indirect spend management started 2011

### 04. Results

- Visibility on the suppliers data
- Fiskars suppliers have access to Sievo data, which allows them to participate in planning, reduce disruptions and risks and strengthen their position in negotiations
- Sievo enables effective and efficient communication internally
- Sievo widely used to identify synergies in M&A activities
- Transport-specific analytics based on data from 66 logistics service providers

"The cases we've been using Sievo with are those we've done with integration work with our newly acquired companies. This lowers the barrier of discussion with different people and helps us to get concrete results much faster. There is an immediate common ground for discussing about suppliers and spend when we in the global side already know what's happening in multiple factories and can immediately start talking about bundling volumes and consolidating suppliers. That has been a big value to us."

— EIJIA REPO



#### ABOUT FISKARS

Established in 1649 as an ironworks, Fiskars has grown to be a leading consumer goods company with products available in more than 100 countries.

Fiskars serves consumers and customers around the world with a brand portfolio of globally recognized brands.

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.

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