ISS with Sievo.

ISS Case Study
Contract Management
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"Without Sievo Contract Management and the visibility to spending our money, we would not be able to grow to the length of procurement and supply chain that we've gone through so far. It's a firm supporter of continuous development within ISS, in sourcing and supply chain in particular."

01. Starting point

Objective
To have a solution that will be a central repository for all the contracts across the countries

Challenges
→ No central repository to store all contracts, and all supplier contracts stored in different ways across the countries, or in some cases, not stored at all
→ No central overview on how many contracts are existing
→ No true professional way of handling suppliers that reports and integrates contracts to spending

Key Metric Measured
→ Spend under contract

02. Why Sievo

ISS believes that Sievo is a good match not only because of its flexibility and ability to address the needs of ISS, but also its capability of providing a stable solution for the insights they need to track their savings opportunities and identify risks.

→ Knew about Sievo and capabilities from employees
→ Competitive offers at the right price
→ Good match between the capabilities of Sievo and the needs of ISS
→ A good and stable solution that provides the necessary insights that allow them to track their savings and tie contracts to spend in an easy way to understand
→ Works with any kind of ERP system
03. Solution & Roll Out

Sievo’s Contract Management was implemented to complement the existing Spend Analysis solution done earlier and to provide harmonization of Contract Management processes globally.

Initial configuration was done by central team with selected stakeholders from key regions. This was followed by trainings conducted by Sievo one region at a time. Finally, implementation was rolled out across all countries.

04. Results

→ Central repository and system for the benefit of organizations
→ Added functionality like alerts for contract expiration
→ Not just a repository, but it has the ability to tie contracts to spend easily
→ Improvement in process perspective across the group
→ Able to include KPIs on how much spend is covered by contracts
→ Top management being aware of these different numbers which translates to more contracts on crucial suppliers covering their backs from a risk perspective
→ More innovation and accurate service delivery

“The primary way that Sievo has enabled us to grow is the transparency – so actually having visibility on how you spend your money and how you do your savings tracking. The other, and more untangible, way is how you up the dialogue with your suppliers by having better knowledge internally.”

— MADS MORTENSEN

ABOUT ISS

The ISS Group was founded in Copenhagen in 1901 and has grown to become one of the world’s leading facility services companies.

ISS offers a wide range of services such as: Cleaning, Catering, Security, Property and Support Services as well as Facility Management.
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.