

# Orkla with Sievo.

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Orkla Case Study  
Spend Analysis

*Sievo*



# Orkla Case Study

## Spend Analysis

### Supplier Management



**PER RØHNEBAEK**

Head of Sourcing Development  
and Support

**ORKLA**

Oslo, Norway  
Consumer Goods  
18,000+ employees  
[www.orkla.com](http://www.orkla.com)

"Sievo as a starting point has helped provide data to us in a very user-friendly format. The spend visibility solution helps us to look at data in a very intuitive way."

## 01. Starting point

### Objective

To have a user-friendly solution that will provide spend visibility on how to reduce costs and keep supplier markets competitive in order to improve relationship with suppliers and internal stakeholders outside procurement

### Challenges

- Legacy in-house solution that is too analytical, not very visual and unhelpful
- Too many ERP platforms and with a decentralized data, they needed a platform that could help them
- No overview on supplier performance, supplier base has been consolidated but communication and facts about performance and quality has remained uncoordinated

## 02. Why Sievo

Orkla believes that Sievo is not only understanding the IT side, but also the procurement side, which is a good rare combination.

- Sievo has the analytics capability and competence in IT and a good procurement understanding
- Sievo makes it easy to have a quick dialogue about challenges
- A partner that understands and visualizes solutions
- Sievo is a very eager, flexible and resourceful partner

### 03. Solution & Roll-Out

The journey with Orkla started 2013. The spend analysis tool was expanded in scope to include metrics from delivery performance and KPIs as the tool matured, and it has been widely adopted throughout the Orkla organization. The reports and results have been used in the overall management team for reviewing performance and taking strategic action. The spend analytics system covers 37 live systems, with divestments and new integrations happening often.

After gaining sufficient maturity on spend visibility and effectively tracking savings over the years, Orkla decided to start a project for a better supplier performance and healthy relationship building, which is the BSUPHRB. Sievo solutions serve as the core in the whole project with the objective of improving their supplier base through effective and professional interaction with internal stakeholders and suppliers.

"The value of Sievo is the combination of a small IT company with a powerful analytics capability combined with a strong procurement understanding. The main value of the spend visibility platform is that we know exactly what we are buying ."

— PER RØHNEBAEK

### 04. Results

- Spend visibility in a very intuitive way
- Helps manage and track all projects and cost improvements
- Creates supplier collaboration to support new product development and innovation processes
- Information on suppliers and partners is used to improve and secure stable, quality delivery to customers, and strengthen their position in negotiations
- Coordinated strategic sourcing to a category driven group function
- The platform provides an overview of what they are buying, who is buying and different information across all business units



#### ABOUT ORKLA

Orkla is a leading supplier of branded consumer goods to the grocery, out-of home, specialised retail, pharmacy and bakery sectors.

Orkla's Branded Consumer Goods business comprises the Orkla Foods, Orkla Confectionery & Snacks, Orkla Care and Orkla Food Ingredients business areas.

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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