

# MTN with Sievo.

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MTN Case Study  
Spend Analysis

*Sievo*



# MTN Case Study Spend Analysis

"MTN is a large multinational telecom company operating in 3 continents, with over 227 million subscribers. We are running multiple ERP systems with different master data structures across our operating companies. After the implementation of Sievo, we have a totally unified view of our spend across all our operating companies within a week of the monthly financial close."



**DIRK KARL**

Group Executive – Global Sourcing  
and Supply Chain

**MTN GROUP**

Johannesburg, South Africa  
Telecommunications  
20,000+ employees  
[www.mtn.com](http://www.mtn.com)

## 01. Starting point

### Objective

To have a solution that will provide spend visibility in heterogeneous environment and have a solid foundation for good quality data

### Challenges

- Doing spend visibility in heterogeneous environment, not only when implementing the tool but also when updating the spend data in daily operative use
- Categorization of the data generated with varying purchase processes, accounting practices and master data quality across the countries
- No solid foundation for good quality data, both in terms of data validity, granularity and categorization

## 02. Why Sievo

Sievo has the experience, technology and tools used for data extraction from ERPs which are definitely critical factors for MTN to succeed in this work.

- Sievo Data Extractor with built-in extraction logic and fully automated data transfer capability was obvious choice for the task
- Sievo's extensive background in the procurement industry, driving procurement transformations across many big organizations globally

### 03. Solution & Roll Out

MTN and Sievo teams managed to create continuous extractions from 18 ERPs, all in different countries spread over 3 continents, in just 8 weeks from the project start. Since then, MTN has had automatic monthly data refreshes from these systems synced with MTN's financial calendar.

Sievo has taken the full responsibility for spend categorization to category tree, having nearly 600 categories in different levels. The coverage of 95% of total spend classified was reached just 12 weeks after the data extraction was finished.

"In addition to basic spend analytics, Sievo also offers us advanced capabilities of Supplier Tail Management, Payment Process analytics and detailed insights and dynamic reports our category managers use to address our spend categories in a much better manner. Sievo is a very key tool in our solution portfolio as we continue to drive the procurement transformation across MTN."

— DIRK KARL

### 04. Results

- Improved categorization coverage and granularity
- The solid foundation for good quality data gave MTN a visibility of the categorized spend and a good platform to build all kinds of analytics upon
- Processes and analytics in areas such as fraud detection, supplier base management, purchase process such as order lead times and purchase order coverage as well as invoice lead times were built
- Global spend visibility and payment details tracking in place



#### ABOUT MTN

MTN Group Limited entered the telecommunications scene in 1994 and continued to grow bringing world-class telecommunications to markets across Africa and Middle East.

MTN offers an integrated suite of communications products and services, including traditional mobile voice and data, digital and mobile financial services as well as enterprise services.



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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**  
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