



SRM



S2C



P₂P

19 YEARS 350 000 USERS \$600B SPEND EVERY YEAR 300+ EMPLOYEES 20 + OFFICES WORLDWIDE 30 + CERTIFIED PARTNERS VISIONARY GARTNER MAGIC QUADRANTS ALL STAR CAPGEMINI DIGITAL PROCUREMENT

synertrade

STRATEGIC

SOURCING IN e-

AUCTIONS

Category Assessment

- Identify opportunities
- Extensive Direct and Indirect Spend Expertise
- 600,000+ Historical Events Managed

On-site Consulting Services

- Provide Stakeholder Engagement
- Develop Pipeline
- Find Project Opportunities

Our own "best in class" technology

- Exceptional Executive Oversight
- 24/7 Assistance
- 33 Languages

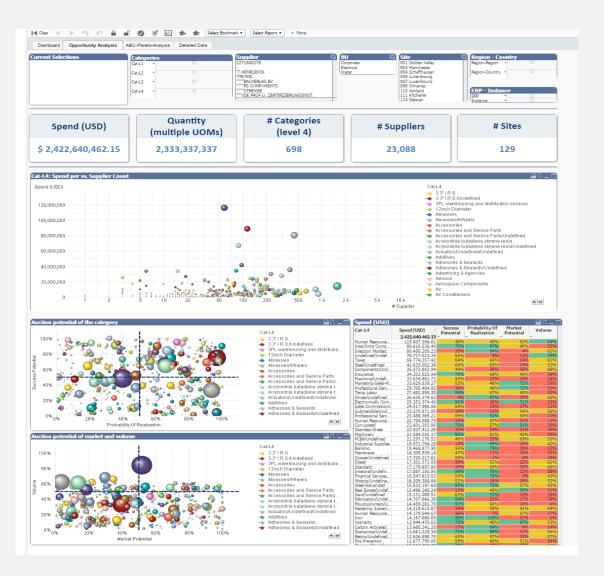
Remote Services Team

- 3 Global Support Centers Brazil, Romania, China
- Supplier training and onboarding
- Pre and post event report



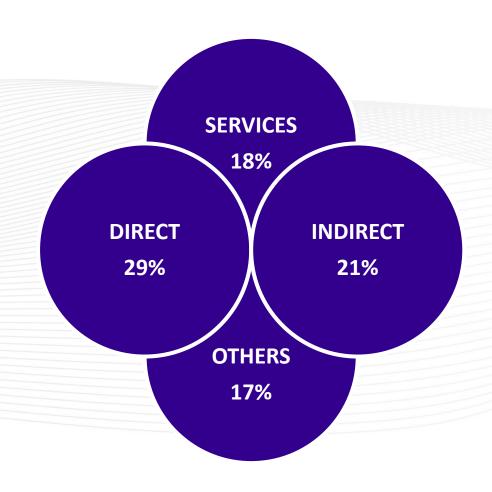
CATEGORY ASSESSMENT

- Leverage our knowledge and our customer database knowledge based on over 600,000+ historical events
- Collect your spend data for past two years to identify potential opportunities
- Interview category owners to establish likelihood of success
- Compare high likelihood projects with your categories to be targeted
- Identify list of projects for Synertrade to Source





SEGMENT	CATEGORIES	SAVINGS POTENTIA
Capital Equipment	Property/Plant/Equipment	17%
Direct Materials	IT Software	36%
Direct Materials	Laboratory Equipment	36%
Direct Materials	Printer Consumables	35%
Direct Materials	Bedding	33%
Direct Materials	Automative Parts (bus batteries, bulbs, doors, mirrors and windscreens)	33%
Direct Materials	Valves	32%
Direct Materials	Chemicals	26%
Direct Materials	Machined Parts	19%
Direct Materials	Iron and Metals (tools, spare parts, cables, screws etc.)	18%
Direct Materials	Vehicles	24%
Direct Materials	Raw Materials and Components	15%
	Kitchen Equipment	11%
Direct Materials		
ndirect Materials	National Road Freight	50% 31%
ndirect Materials	Tooling	29%
ndirect Materials	Electronics Equipment	
ndirect Materials	Digital Marketing	26%
ndirect Materials	IT Products	25%
ndirect Materials	Sea Freight	23%
ndirect Materials	Building Materials	22%
ndirect Materials	Administrative Products	22%
ndirect Materials	Packaging Materials	22%
ndirect Materials	Office Supplies	20%
ndirect Materials	Fuel and Lubricant (Natural gas, oil, electricity, fuel, lubricants etc)	16%
ndirect Materials	Software License	10%
ndirect Materials	Marketing	11%
ndirect Materials	Retail Supplies	12%
ndirect Materials	Building Services	10%
ndirect Materials	Consumer Products	23%
ndirect Materials	Energy	7%
ndirect Materials	Ingredients for food production	15%
Services	Management Consulting	52%
Services	IT Services	33%
Services	Print Management	28%
Services	HR Services	23%
Services	Marketing	20%
Services	Construction and Repair (flooring, damage control, engineering, rebuilding etc.)	17%
Services	Travel	17%
Services	Waste Management	15%
Services	Passenger Transport Services	15%
Services	Janitorial Services	14%
Services	Indirect Operating Services	13%
Services	Building Services	13%
Services	Service Agreement (temporary labor, cleaning, IT, and security services)	12%
Services	Guard Services	12%
Services	Transportation and Distribution	10%
Services	Professional Services	11%
Services	Utilities	4%
JCI VICC3		





	IMPLEMENTATION	SAVINGS (%)		TIME SAVINGS	
IT HARDWARE	Easy	High	24%	High	
FURNITURE	Easy	High	21%	High	
WINE	Easy	Medium	14%	High	
CONSTRUCTION	Easy	Medium	12%	High	
CARDS	Easy	High	16%	High	
PACKAGING	Easy	High	21%	High	
F L O O R I N G	Medium	Medium	12%	High	
COFFEE & TEA	Easy	High	17%	High	
(AIR) TRANSPORTATION	Complex	Medium	10%	High	
MAINTENANCE	Complex	Medium	15%	Medium	
LOGISTIC	Complex	Medium	12%	High	



ON-SITE CONSULTING SERVICES

Category Expertise & Sourcing Process Experience

- Provide specific category knowledge to buyers with limited experience.
- Review current practices in country and encourage the use of structured process.
- Assist with strategy around the RFP process to properly prepare for the auctions.
- Show the buyers with less experience, how to source new vendors, previously unknown to them.

Market Knowledge, Engagement & Trust Establish a "trust advisor" status, based on respect, shared experiences and market knowledge.

- Ability to fluidly work in on-site language, which is highly important in various regions, as well as knowledge of the culture.
- Open discussions about market strategy and vendor strategy to help view alternatives not thought of for respective categories.

Auction Strategy Creation

- Review current category projects, ensure that RFI/RFP stages are properly done and work with buyers on tailored auction strategies for each project.
- Show what is possible with vendors and how to push the envelope on pricing, contracts and strategies to improve results.
- Push back when projects were not ready, due to lack of date, improper 7-steps or RFPs incomplete.



A C C E L E R A T E A U C T I O N

Provides 9 different reverse auction types to negotiate online and in a very short time frame with your suppliers wherever they are in the world

SYNERTRADE AUCTION CAPABILITY

FUNCTIONALITIES

- Create an online auction from pre-set templates.
- 9 types of auction available as standard.
- Live and dynamic auction tracking in a real time « auction cockpit ».
- Live chat functionality during auction.
- Complete auditability of supplier bids.
- Complete auction report that you can share and export.
- Auction support service provided.





e-AUCTION ACCELERATOR LAUNCHED FOR FORTUNE 10 RETAILER

\$1B Spend through e-Auctions in FY20 (68% increase over current plan)

Goals





The right approach

350+ e-auctions across 5 countries (Canada, Mexico, UK) with 2.7 Billion in spend over last 5 years

- ✓ Highest % savings
- ✓ More with less (20-30% cycle time reduction)
- ✓ Fastest ramp-up
- ✓ ROI over 20 to 1
- ✓ Supports procurement transformation
- ✓ Internal and external success



MARKET	YTD AUCTION SPEND (\$M USD)	YTD AUCTION SAVINGS (\$M USD)	YTD SAVINGS %
COSTA RICA	\$ 38.11	\$ 6.73	18%
CANADA	\$ 99.60	\$ 24.70	25%
CHINA	\$ 15.11	\$ 4.92	33%
MEXICO	\$ 25.75	\$ 6.61	26%
UK	\$ 3.92	\$ 0.88	22%
Grand Total	\$ 182.48	\$ 43.84	24%





JANUARY 2019						
6	7	8 Project	9 Kickoff	10	11	12
13	14	15	16	17	18	19
2 0	21	22	23	24	25	26
FEBRUARY 2019						
2 7	28 Alan begins work with Mexico team	29	30	31	1	2
3	4	5	6	7	8	9
10	11	12	13	14	15 1st e-Auction takes place	16
17	18	19	20	21	22	23
2 4	25	26	27	28 2nd e- Auction takes place	1 3rd e- Auction takes place	2
MARCH 2019						
3	4	5 4th e-auction takes place	6	7	8 5th e-auction takes place	9
12	@ 2010 Synor	trada				



Alan J. Rice – Mexico Lead

- Experience: Nortel Networks, Hanesbrands, Inc.
- Senior Global Procurement & Sourcing Executive with 25 years of experience across multiple industries
- Ex-CPO/VP of various Fortune 500 companies
- Managed billions of dollars worth of spend

Alan launched the e-Sourcing project for this Fortune 10 retailer less than 2 weeks after the contract was signed.

From the moment Alan arrived in country, he had the first e-auction up and running within the first month.

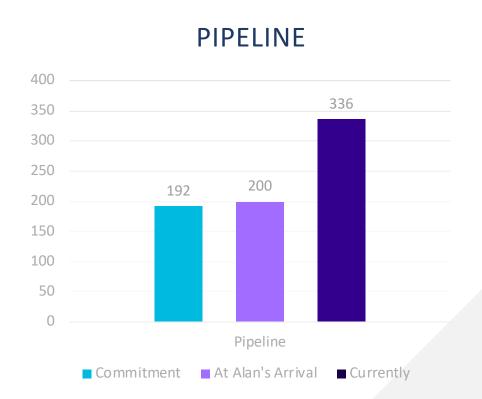
Less then 3 weeks from arrival to first e-Auction

Number of e-Auctions run to date: 5

Number of e-Auctions scheduled: 11



GROWTH OF PIPELINE AND PROJECTS



Increased pipeline from goal by 75%



Increased # of projects from goal by 29%









	SPEND (USD\$)	SAVINGS (USD\$)
Interior Signage Marketing	\$ 3.5 M	\$ 1.64 M (47.54%)
Refrigerant Gas Consumables	\$ 1.67 M	\$ 0.55 M (32.92 %)
Stretch Film Consumables	\$ 10.25 M	\$ 3.38M (32.96%)



EVENT SUCCESS





"Outstanding results, exceeding all our expectations! The greatest part was the interest and support received by the whole team."





WHAT'S THE NEXT STEPS?

- How do we move forward with analyzing your spend?
- Which stakeholders should we interview?
- When can we set up a time to review your opportunities for success?



