




Agile Beschaffung

Gewinner CIPS Supply Management Award 2018 Europe

Mirko Kleiner, co-founder flowdays,
President Lean-Agile Procurement Alliance

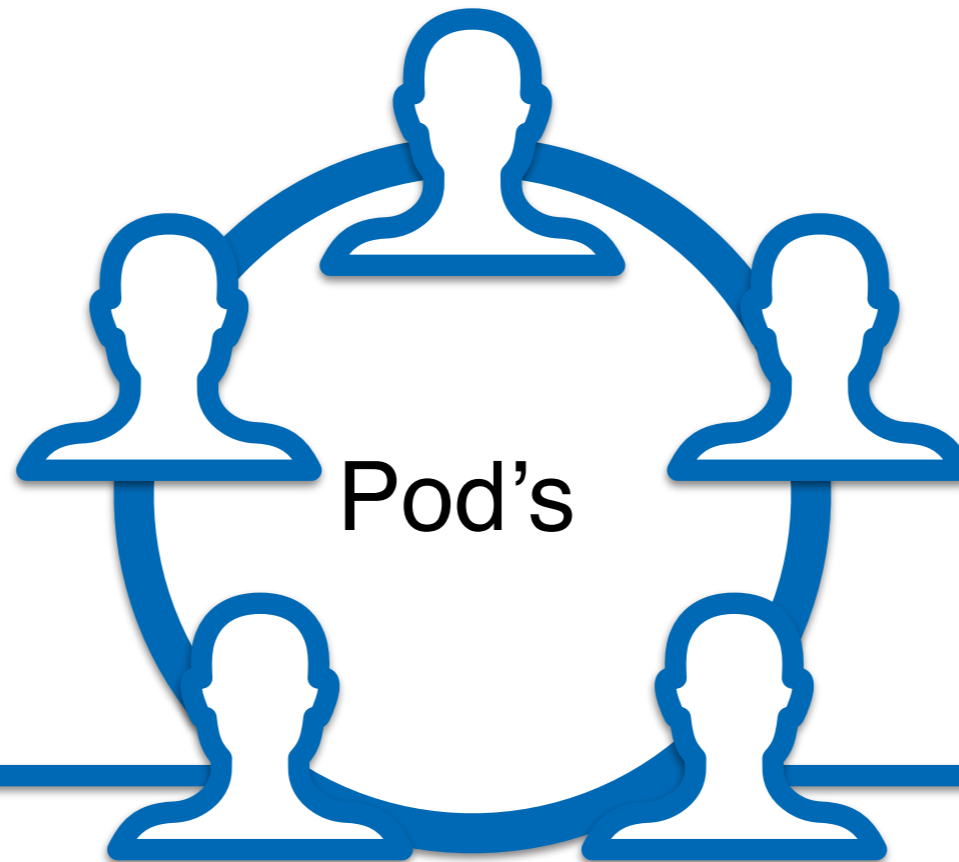
Radikale Transformation bei Barclays

Self-Service

>50% 



Sourcing
Prozess



Sourcing

<50% 



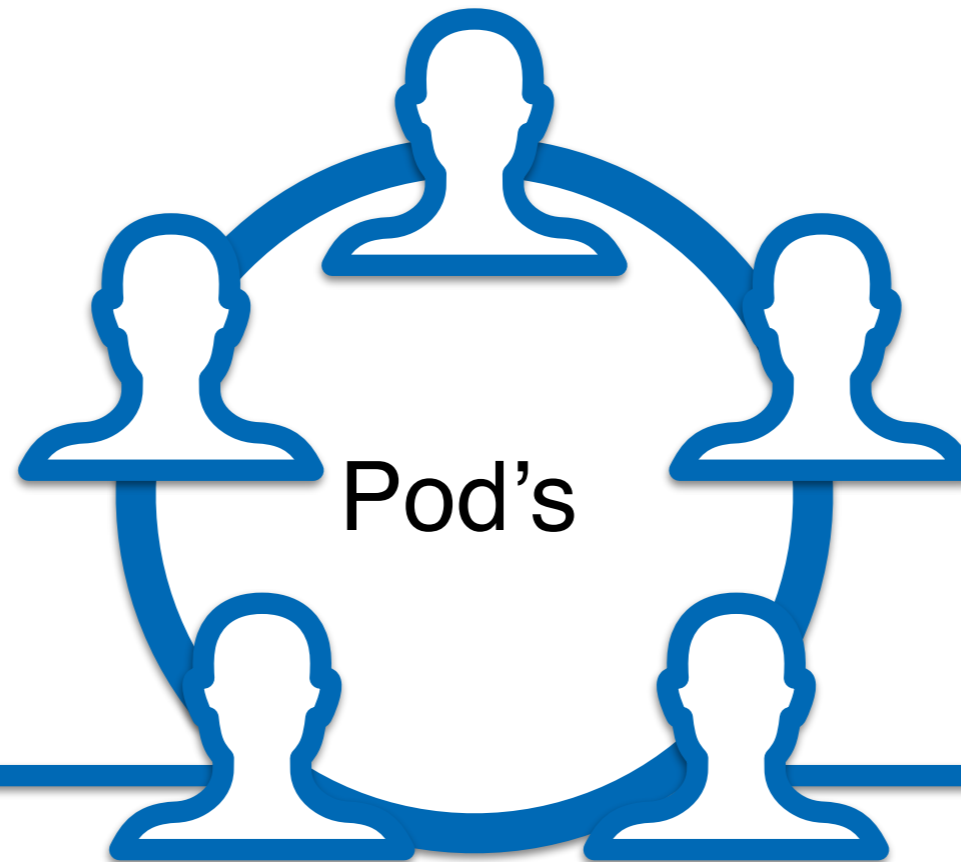
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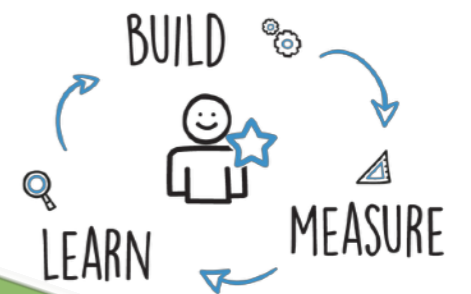
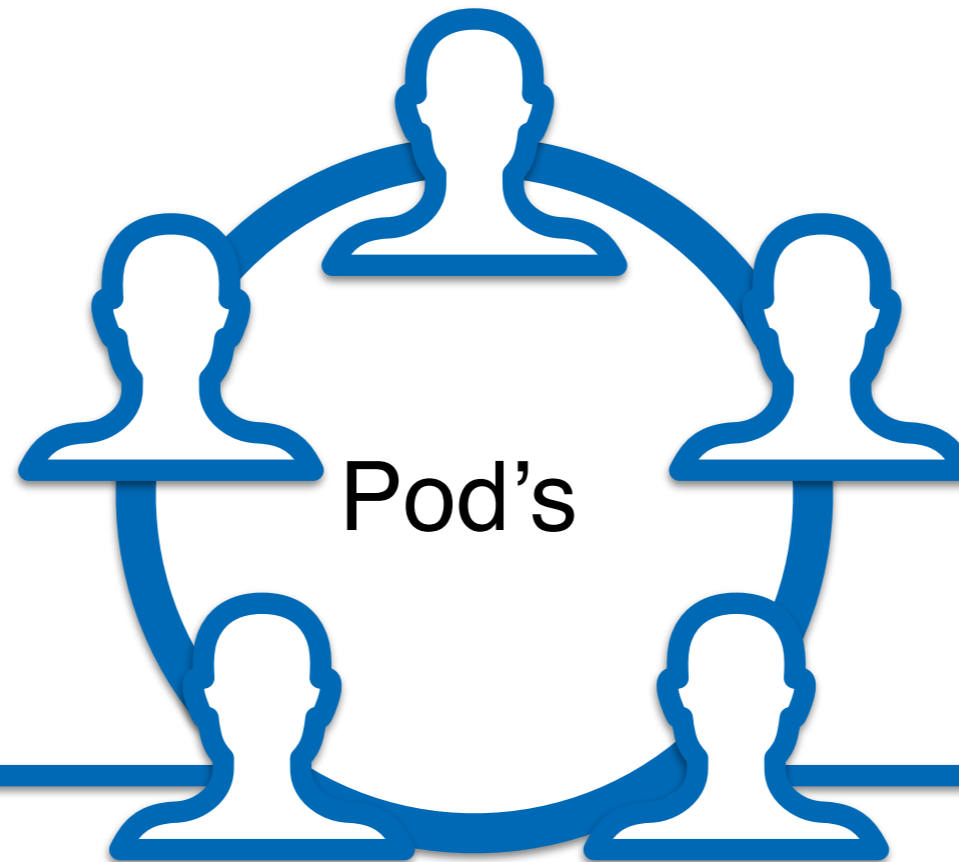
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“
Speed is the new
currency of business
”

–Marc Benioff, CEO Salesforce

Best Procurement Consultancy Project

Winner

CKW Group & Flowdays

Lean-agile Procurement of a Group In



Case Study: CKW Group



Source: loopjamaica.com



2 Days

3 Suppliers

1 Room

2 Public Reviews

Kickstart

Source: CKW, public Review / Pocathon 2018



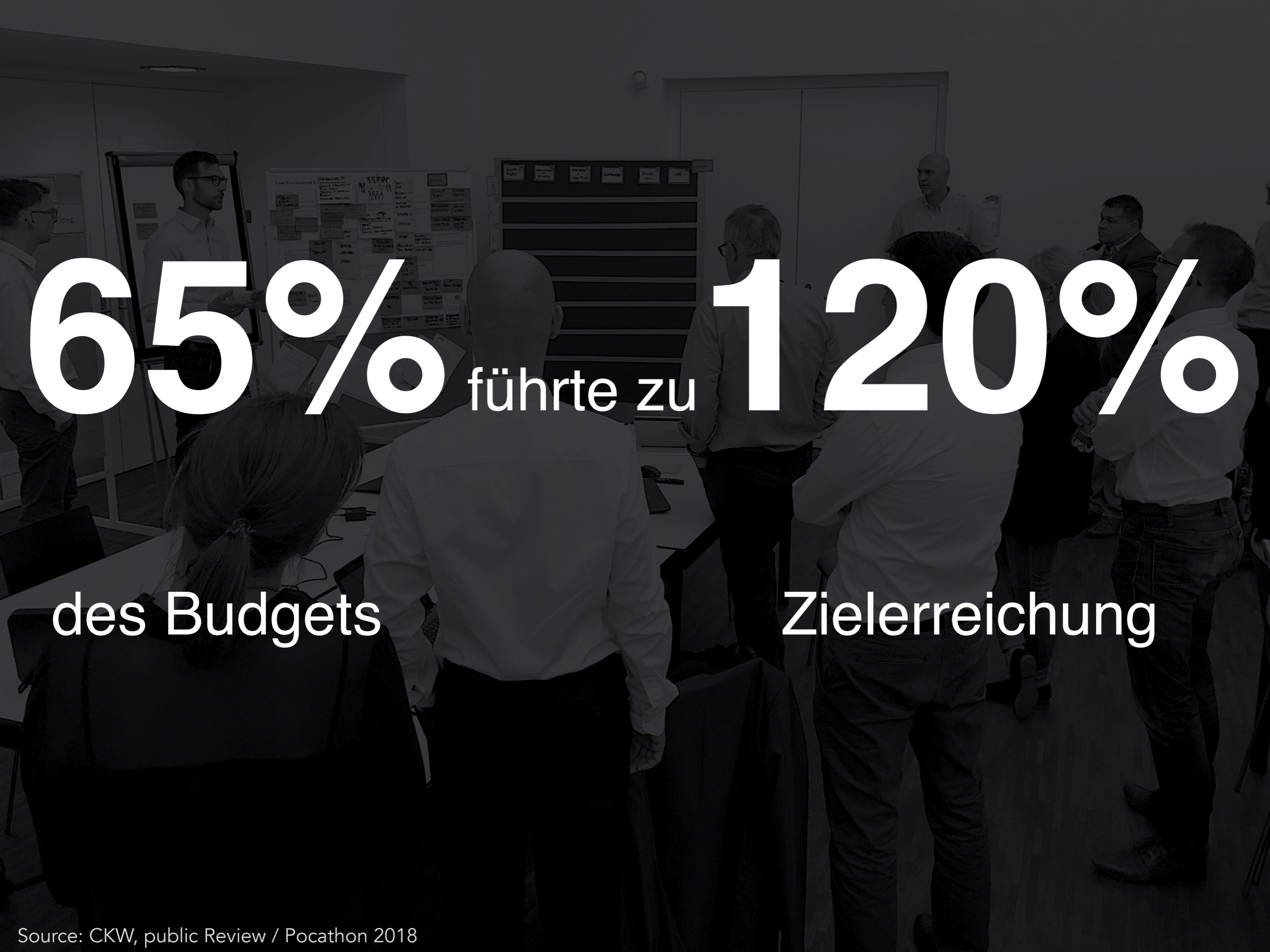
4x

schneller von der Idee zum Vertrag



80%

Savings durch Fokus



65% führte zu **120%**

des Budgets

Zielerreichung



9 von 10

empfehlen das Vorgehen

EFFEKTIVITÄT bedeutet FOKUS



vorher

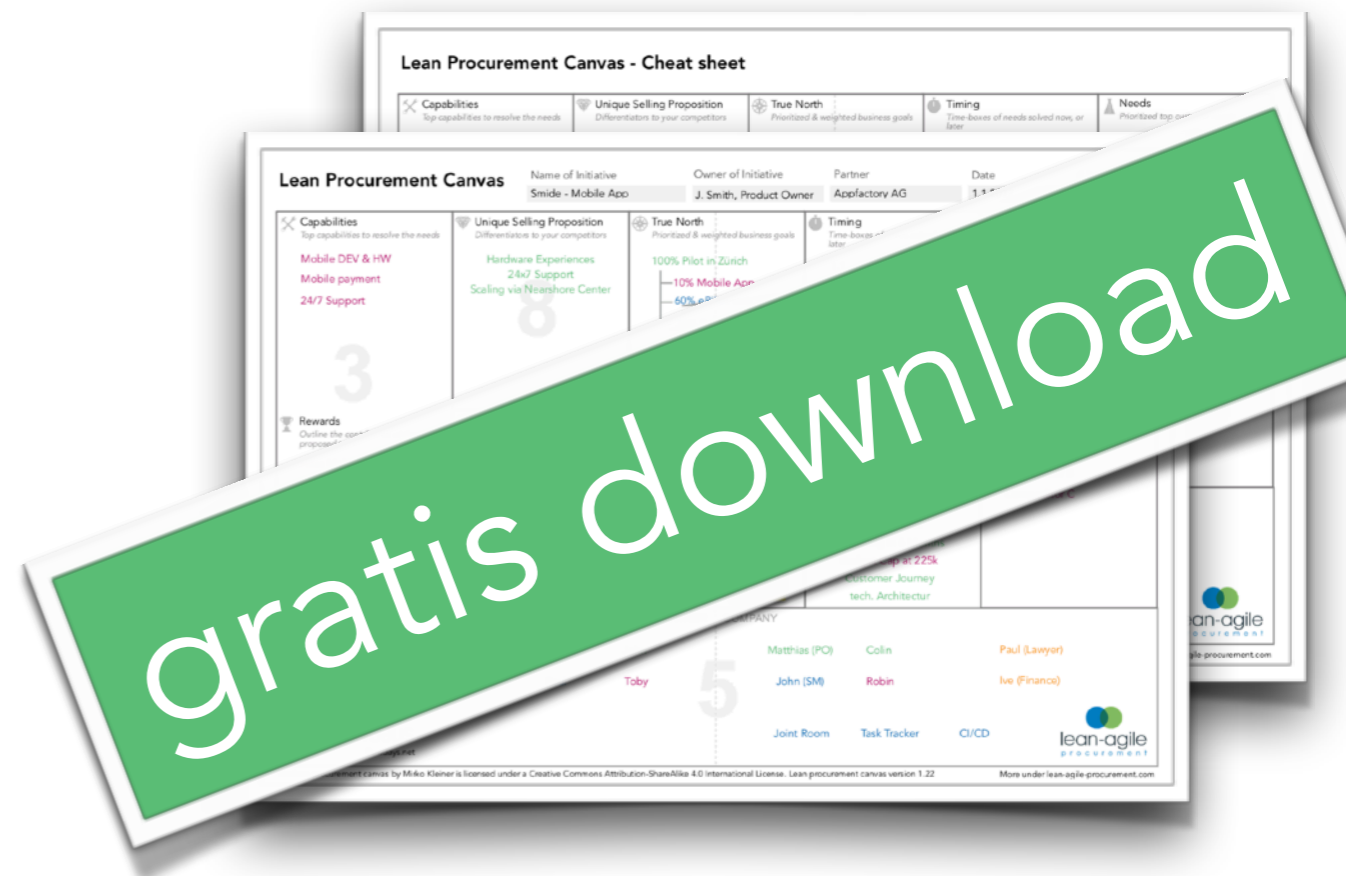


heute

Lean Procurement Canvas

Name of Initiative _____ Owner of Initiative _____ Partner _____ Date _____ # Iteration _____

<p>3</p> <p>Capabilities <i>Top capabilities to resolve the needs</i></p>	<p>8</p> <p>Unique Selling Proposition <i>Differentiators to your competitors</i></p>	<p>1</p> <p>True North <i>Prioritized & weighted business goals</i></p>	<p>4</p> <p>Timing <i>Time-boxes of needs solved now, or later</i></p>	<p>2</p> <p>Needs <i>Prioritized top customer needs</i></p>
<p>Rewards <i>Outline the contribution of the proposed team</i></p>	<p>7</p> <p>Cost Structure <i>Variable & fixed costs</i></p>	<p>High-Level Concept <i>x for y analogy, e.g. youtube = flicker for videos</i></p> <p>Peer Feedback <i>Vote of all participants, e.g. confidence level 1-5</i></p>	<p>6</p> <p>Conditions <i>Further bounding conditions</i></p>	<p>Existing Alternatives <i>How are these needs solved today</i></p>
<p>Anbieter</p> <p>People & Resources <i>List your best minds to achieve the business goals</i></p>		<p>5</p> <p>Besteller</p> <p>Fokus</p> <p>PARTNER COMPANY</p>		



join the Community

www.lean-agile-procurement.com



Vielen Dank

Mirko Kleiner, +41 (0) 79 601 19 90 • mirko@flowdays.net