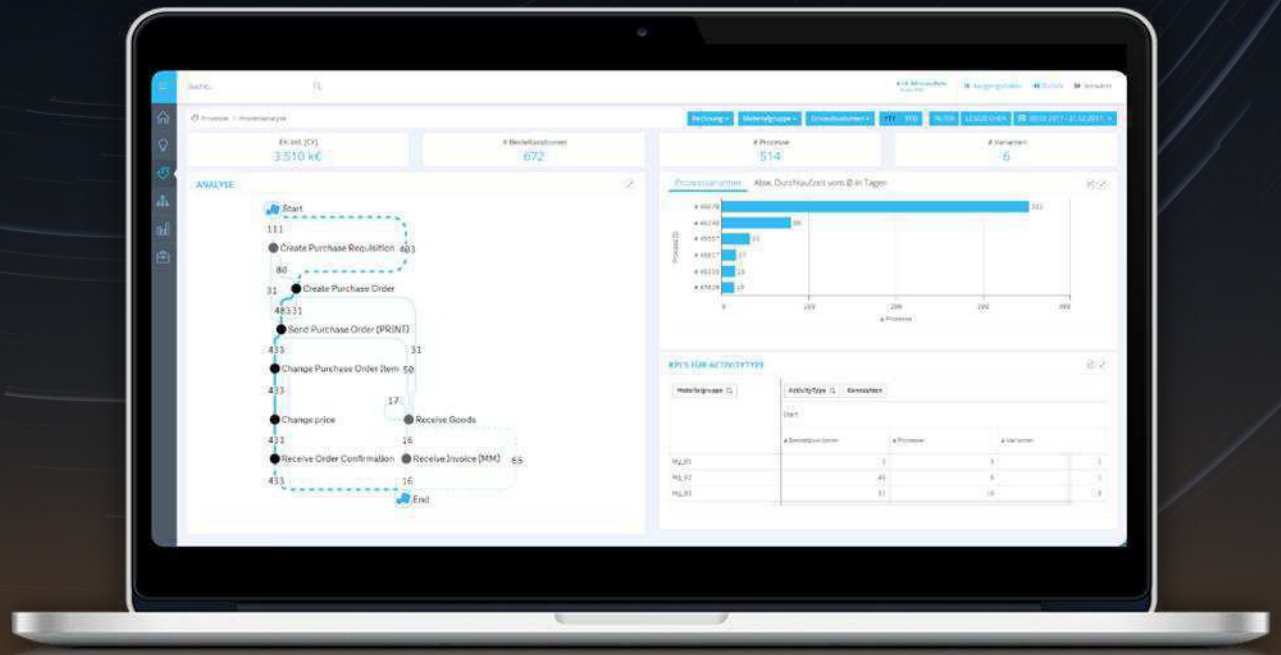
SCALUE

Procurement Management Suite

developed by buyers for buyers



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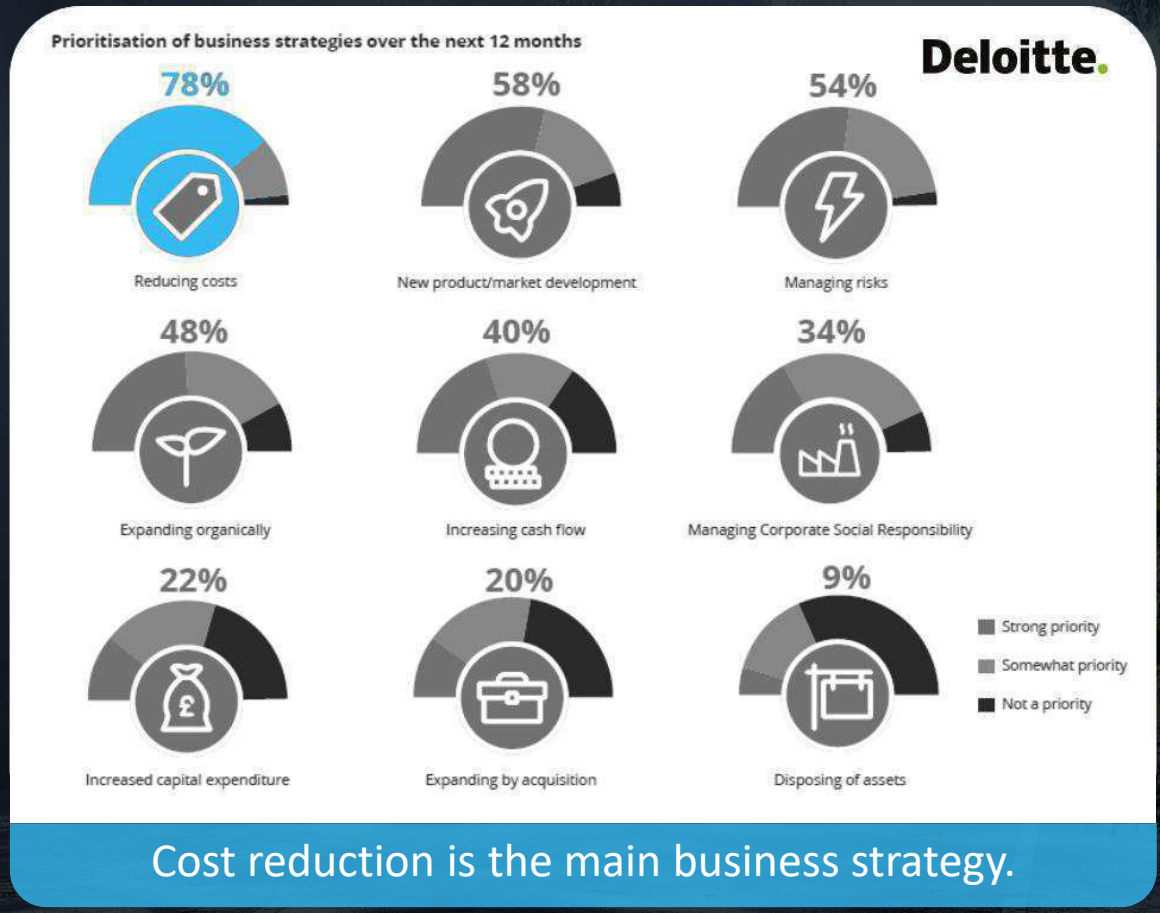
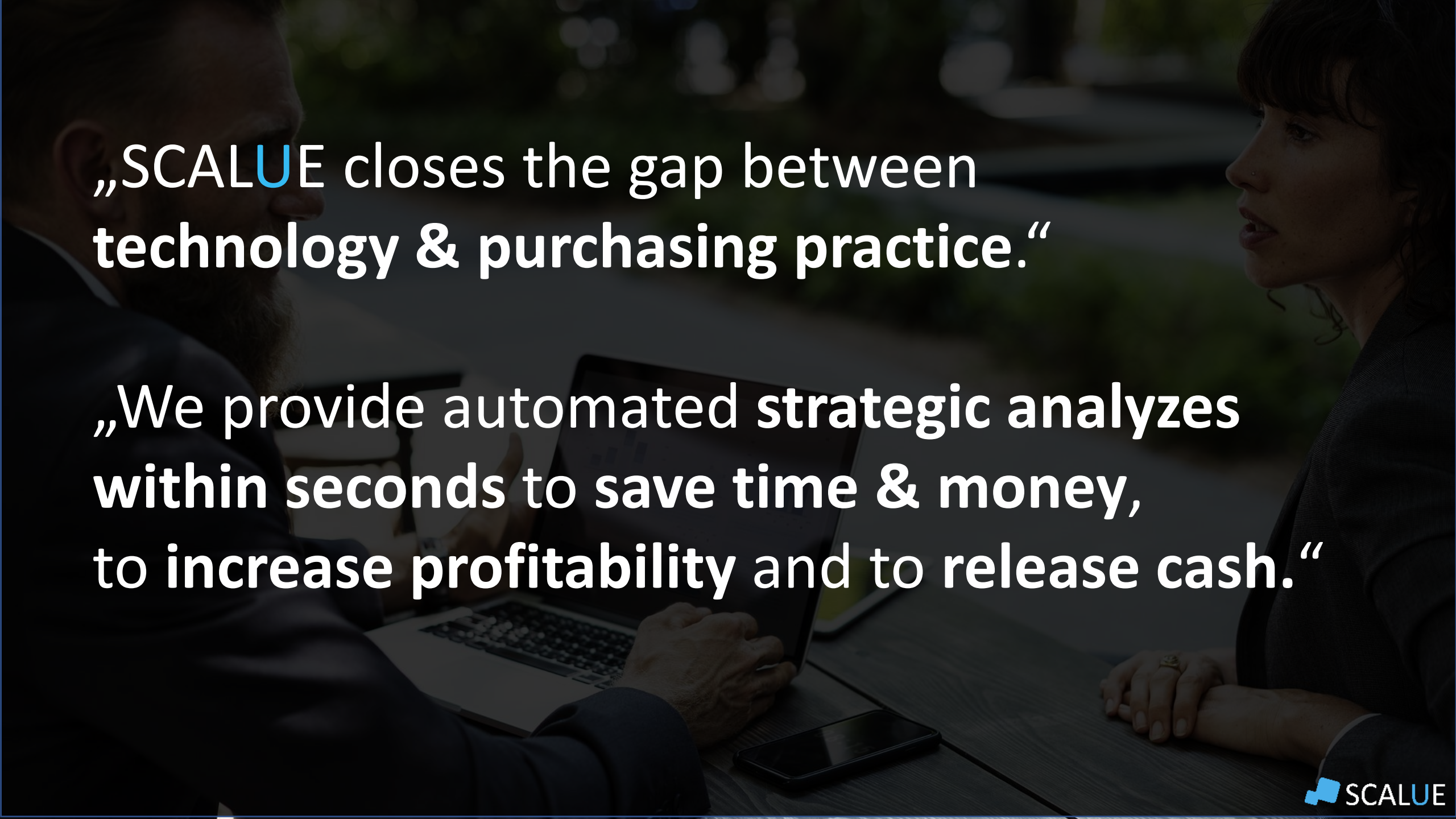
The #1 challenge in Procurement is to **generate savings**.

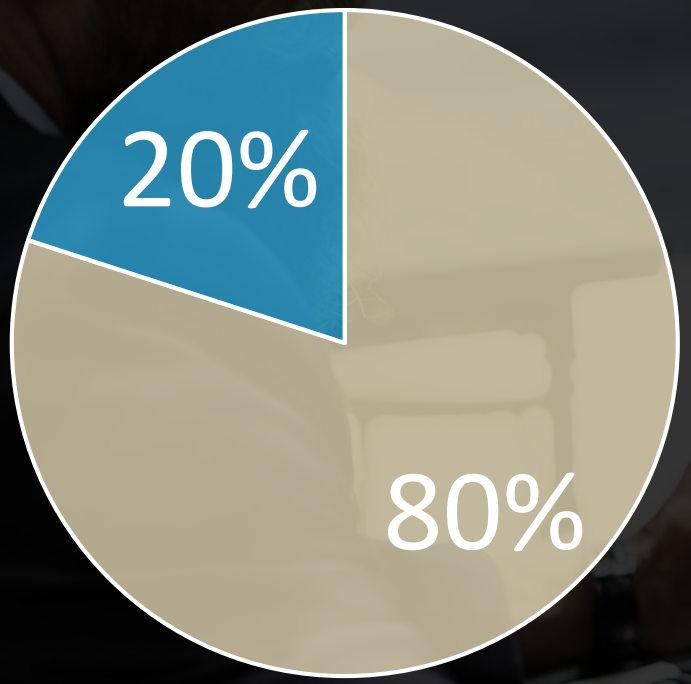


Cost reduction is the main business strategy.

CFO: improve profitability & cashflow – **CPO:** track & report cost savings – **Strategic Sourcing:** identify savings opportunities – **Procurement Controlling:** ad-hoc & regular reporting


„SCALUE closes the gap between
technology & purchasing practice.“
„We provide automated **strategic analyzes**
within seconds to **save time & money**,
to **increase profitability** and to **release cash.**“
SCALUE

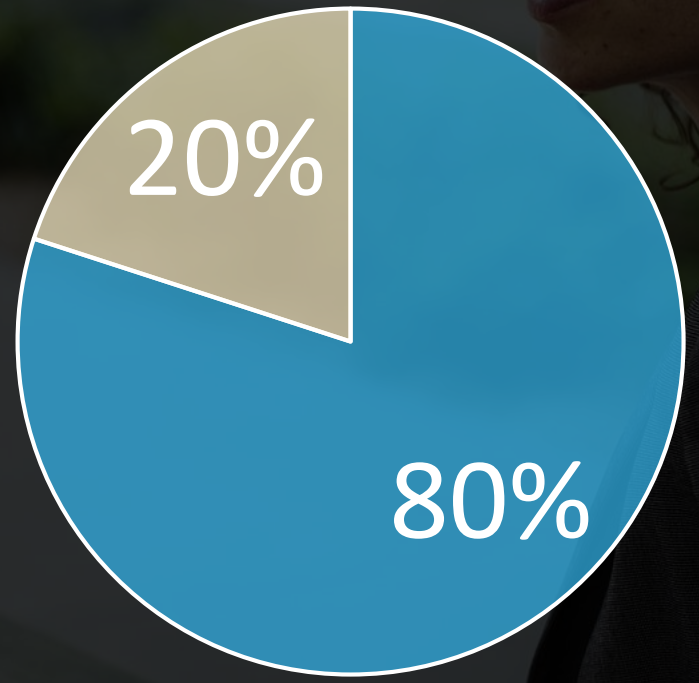
without us

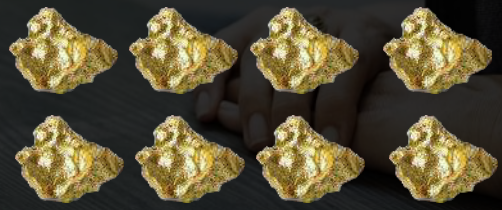


Time for Actions

Time for Data Analysis

with **SCALUE**





SCALUE

The #1 solution
to identify hidden
strategic savings.
www.scalue.com
SCALUE

SavingsIQ™
Opportunity Assessment

SpendFLOW™
Spend Analytics

ProcessVIEW™
Process Mining

ActionHUB™
Initiative Controlling

WORLDWIDE UNIQUE!

Simple. Intelligent.

***Embedded know-how** from the top indutrial companies & consultancies

SCALUE

Our solution

Worldwide unique combination of
Spend Analytics & **Process Mining**

+

Cloud-based T · ·
Analytics-as-a-Service

Suitable for every industry sector.

SAP infor Microsoft Dynamics ORACLE

Works with all erp systems.

Infrastructure

IaaS + iPaaS

Automated workflows

- ✓ Data connector
- ✓ Data extractor
- ✓ Data transfer
- ✓ Data modeling

TÜV TRUST IT
TÜV AUSTRIA Group

CSA STAR CERTIFICATION

DEKRA zertifiziert

Software Hosted in Germany
Bundesverband IT-Mittelstand e.V.

Trusted Cloud

SCALUE

SCALUE

MENÜ

- Training Software
  - Willkommen!
  - Vorgestellt: Spend Analytics by SCALUE
  - Einstieg: Cockpit
  - How To: Filtern im Cockpit
  - Einstieg: Bestellwertanalyse
  - How To: Bestellwert nach Warengruppe
  - Einstieg: Lieferperformance
  - How To: Terminradar Lieferant
  - Ende Trainingseinheit

Founders

Samir Kharkan, CEO/CFO
(METRO, KLOEPFEL, ORPHEUS)

Thomas Teichmann, CIO/CTO
(BRANGS + HEINRICH, KLOEPFEL, ITEM)

Badr Moudden, CSO/CMO
(PROACTIS, EFFICIO, VODAFONE, AIRBUS)

Procurement expertise

- More than **35 years**
- Head of Procurement Controlling, Director Sales eProcurement
- Senior SCM Consultant, Senior Advisor MRO & eProcurement sourcing

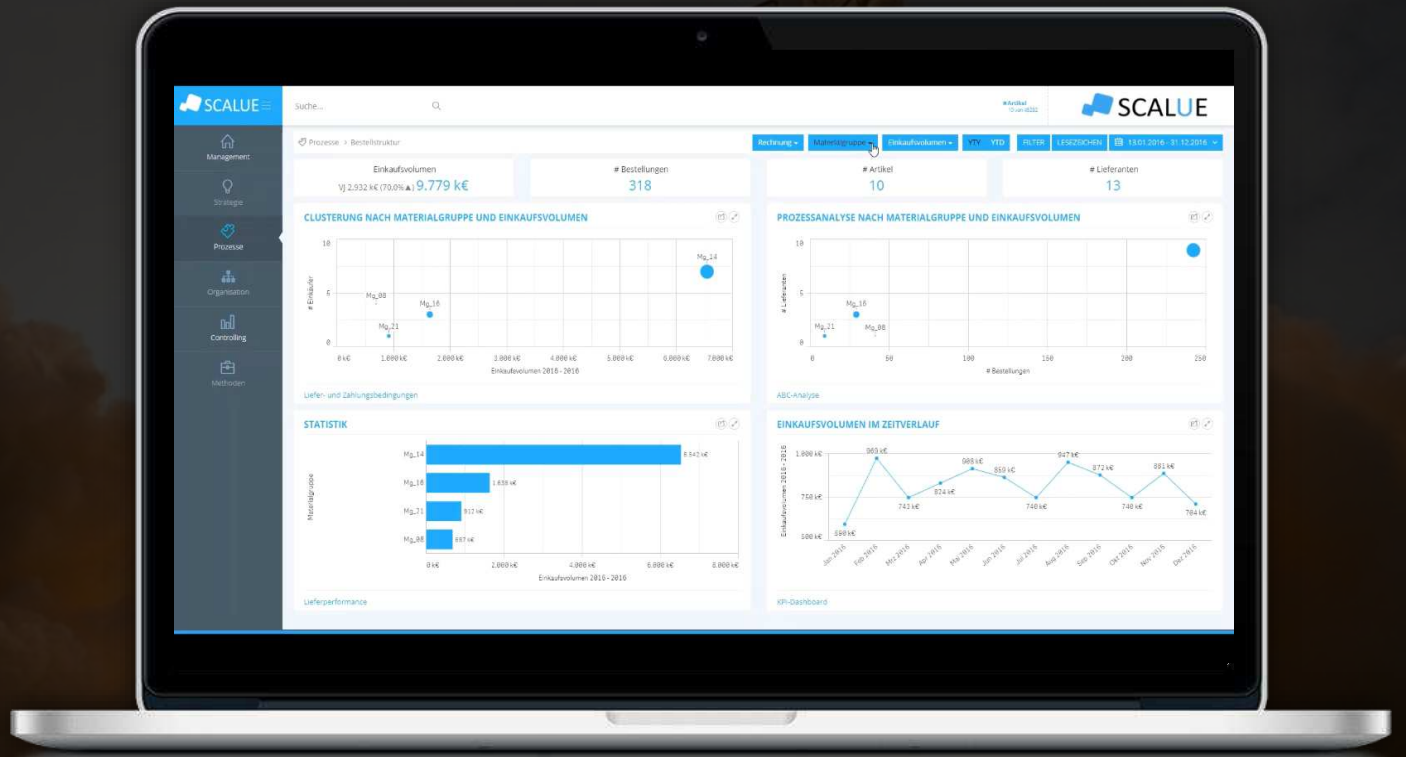
Software experience

- Project Management
- Development
- Sales

Total Business Process

SCALUE

LIVE-DEMO (ca. 60min)



Holen Sie sich die volle Effizienz für Ihren Einkauf

SCALUE

Procurement Management Suite

It's time to grow with us!

SCALUE GmbH
Speditionstr. 15a
40221 Düsseldorf

info@scalue.com

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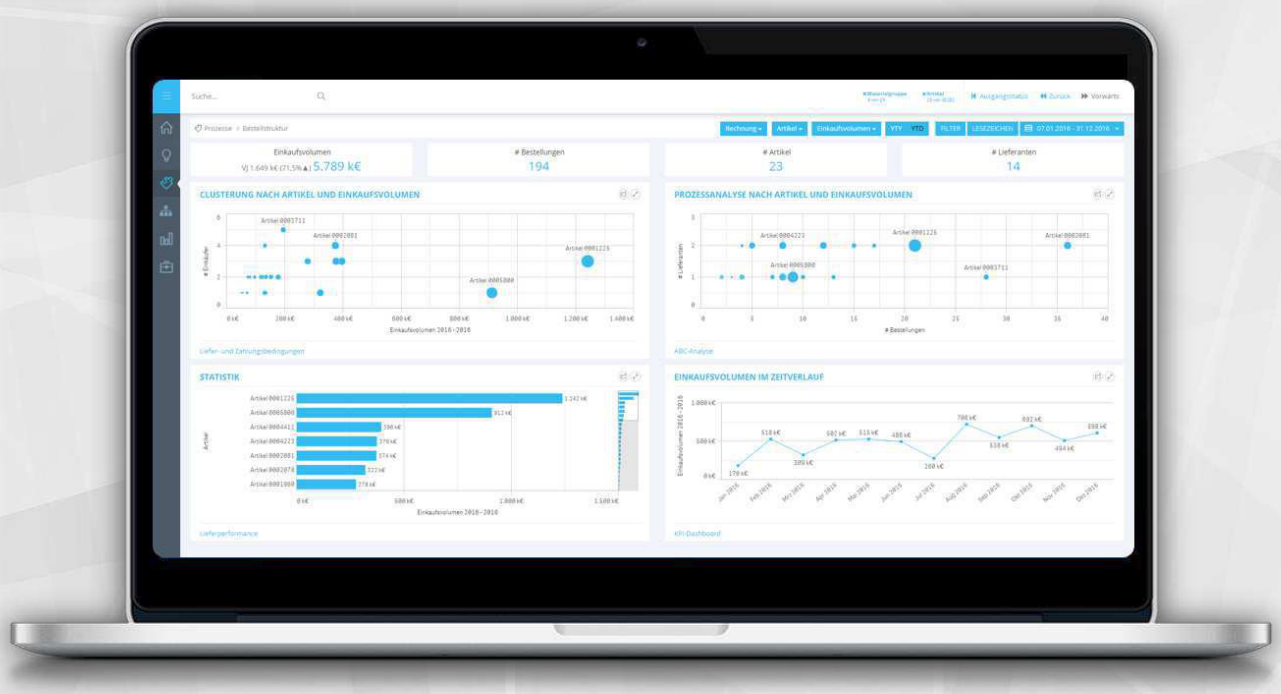
SCALUE

Discover YOUR savings potential
SCALUE Savings**IQ**™



Reveal **Savings** & Boost **Value Contribution**

- ***Price & Cost deviations***
  identify unusual outliers
- ***Evaluate and manage Terms & Conditions***
  Working Capital optimization
- ***Reveal process inefficiencies***
  improve order & sourcing structure
- ***Algorithms for potential analysis***
  intelligent search for savings potential
- ***Direct effects & long-term savings***
  first savings within a few days
- ***Fast adoption in your company***
  smart & easy-to-use interface

automated potential analysis

monetary and processing effects

rapid ROI realization guaranteed

increase operational and strategic efficiency

integrated methods expertise

realize savings within a few days

LIVE DEMO → E-mail: **demo@scalue.com**

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SCALUE

High Performance in YOUR procurement department

SCALUE Spend**FLOW**™

Boost **Efficiency** & Generate **Savings**

- ***More than 100 TOP procurement analyses***
  available from day one
- ***Forget complex EXCEL-Sheets***
  use our flexible & intuitive solution
- ***Analysis of the entire purchasing process***
  within seconds
- ***Negotiation dashboards***
  multilingual incl. ad-hoc reporting
- ***Identify savings potential***
  with intelligent algorithms
- ***Fast adoption in your company***
  smart & easy-to-use interface

centralised procurement controlling

simple setup in a few days

compatible with all erp systems

best-in-breed analytical methods

user-friendly like a smartphone

future-proof technology

LIVE DEMO → E-mail: **demo@scalue.com**

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TÜV TRUST IT – TÜV AUSTRIA Group

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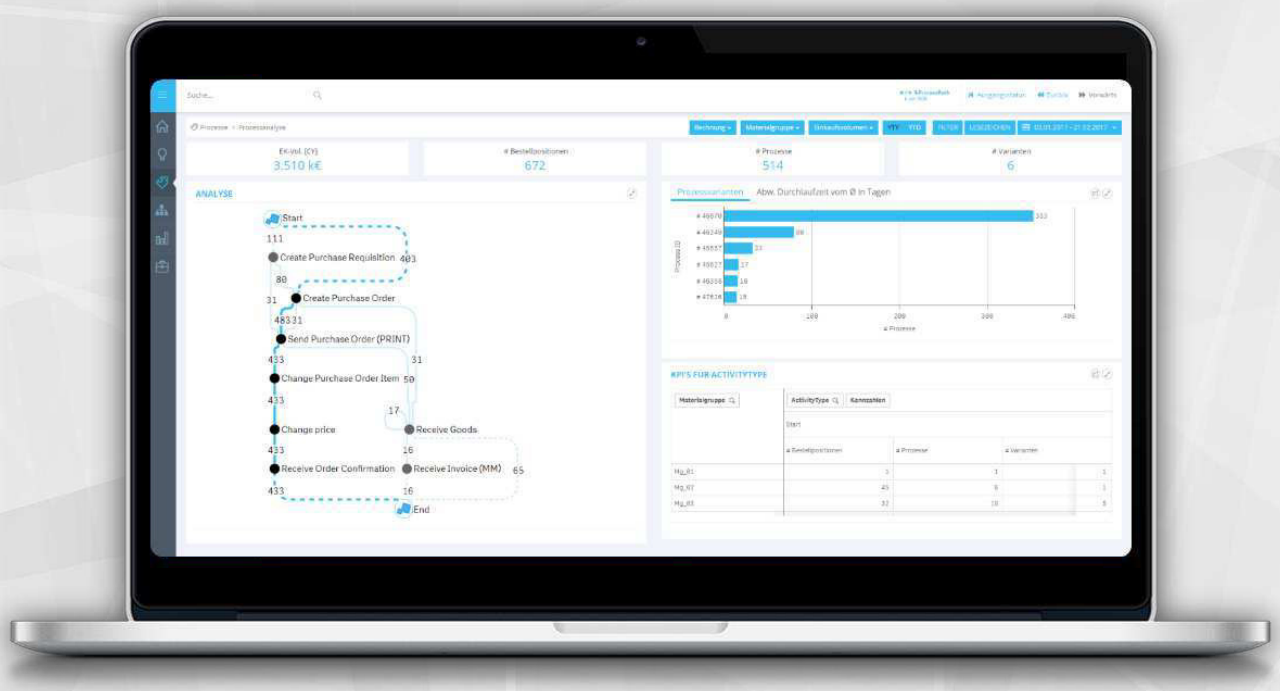
SCALUE

How YOUR procurement processes really work
SCALUE Process**VIEW**™



Reduce **Process Costs** & Increase **Productivity**

- ***Harmonize your P2P processes***
  eliminate inefficiencies
- ***Process optimization***
  cut the lead times
- ***Reduce process costs***
  within the whole procurement process
- ***Ensuring compliance***
  compare & stabilize your processes
- ***Process visualization***
  the real process paths at a glance
- ***Worldwide unique efficiency***
  in combination with SpendFLOW™

analyse process variances

determine outliers and bottlenecks

identify and visualize the causes

compare different processes

measure process success

increase agility within a few days

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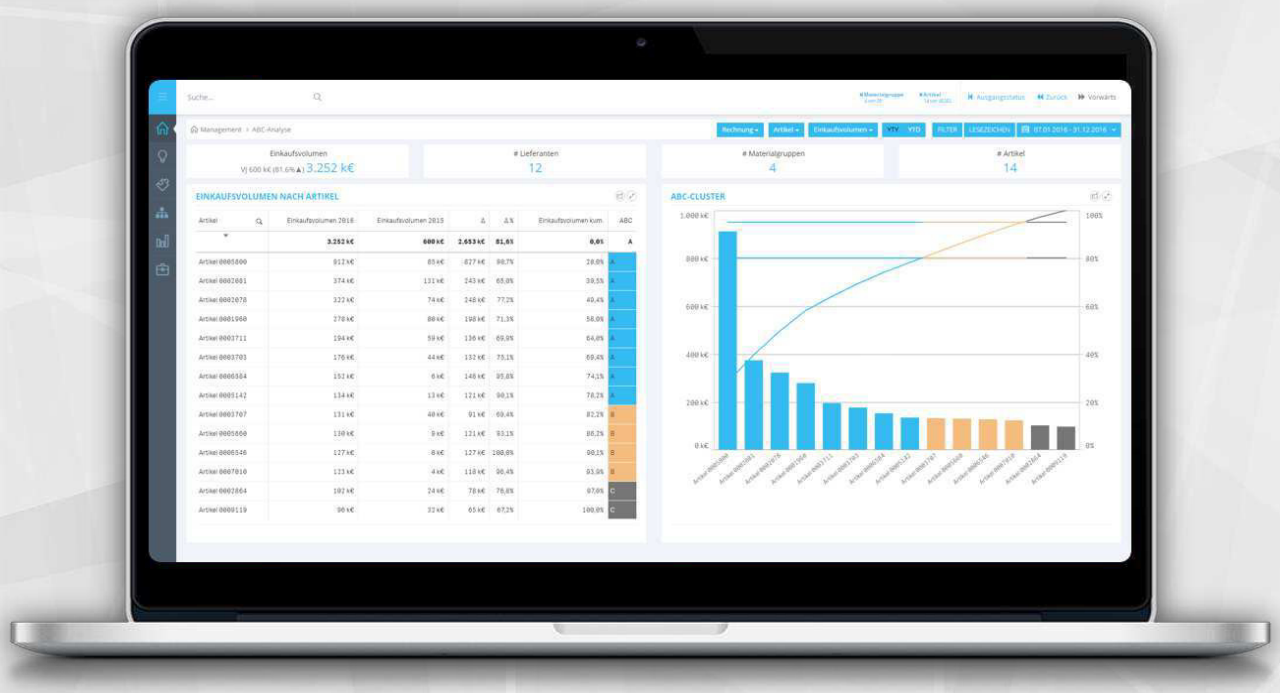
The control center for YOUR initiatives
SCALUE Action**HUB**™



Control **Initiatives** & Track **Savings**

- ***Accelerate improvement measures***
  centralized initiative controlling
- ***Integrate project management***
  set responsibilities & timeline
- ***Track project status***
  measure the degree of implementation
- ***Measure implementation performance***
  comparison between actual & project goal
- ***Make savings measurable***
  analyze your project goals
- ***Worldwide unique efficiency***
  with SpendFLOW™ & ProcessView™

centralized initiative controlling

simple setup in a few days

compatible with all erp systems

turn opportunities into savings

measure purchasing success

future-proof technology

LIVE DEMO → E-Mail: **demo@scalue.com**

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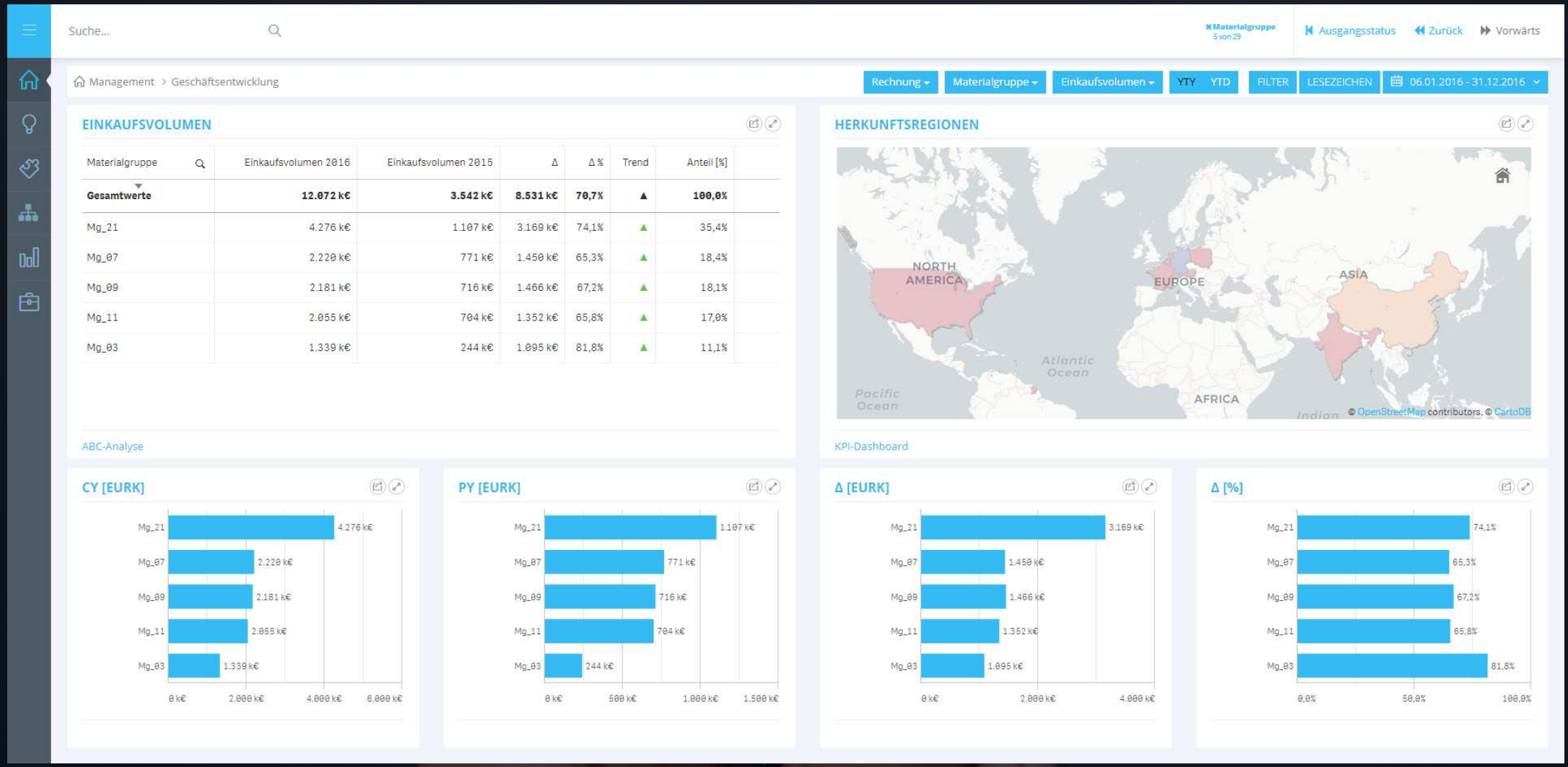
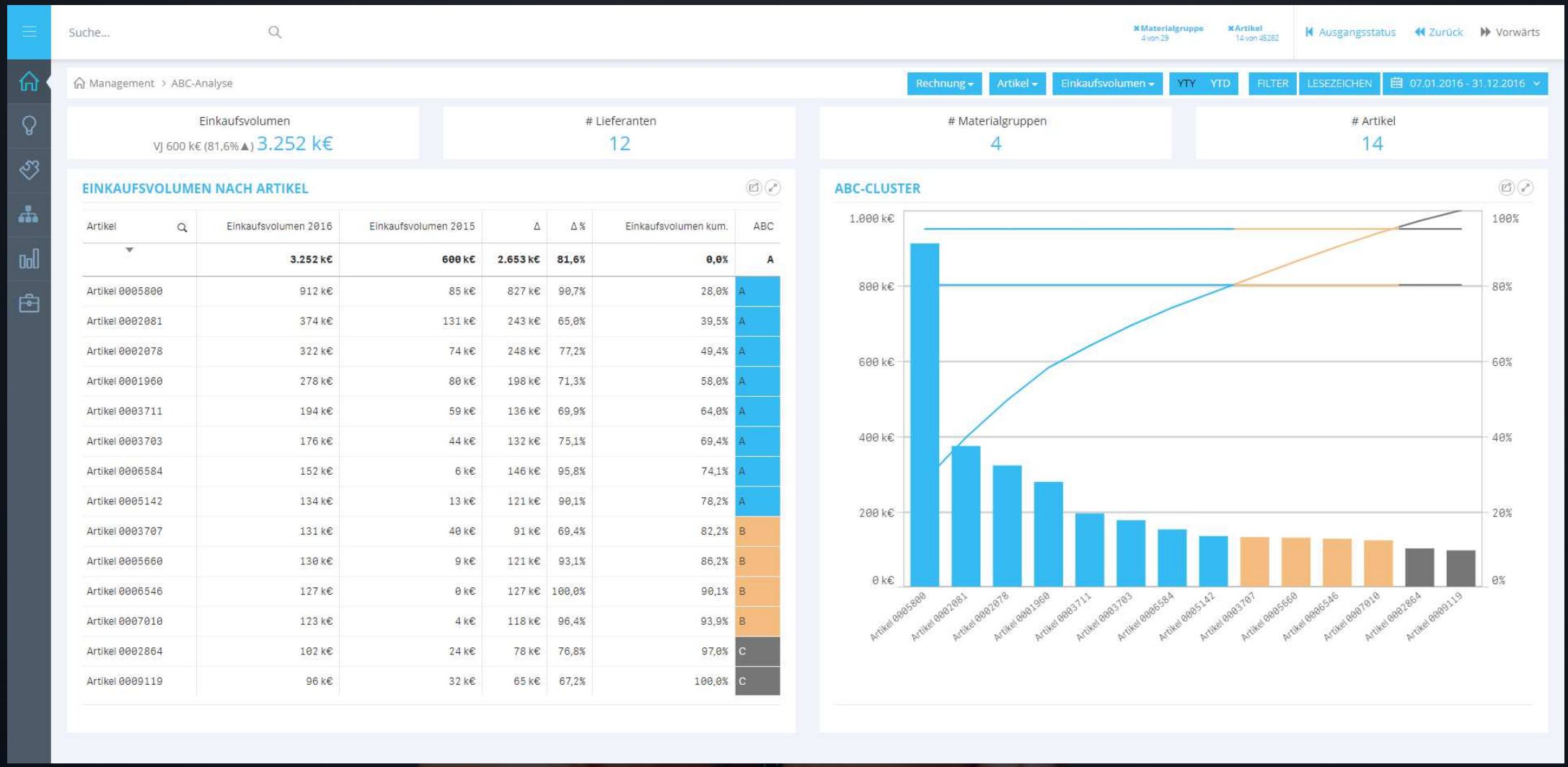
Back-up: Geschäftsentwicklung

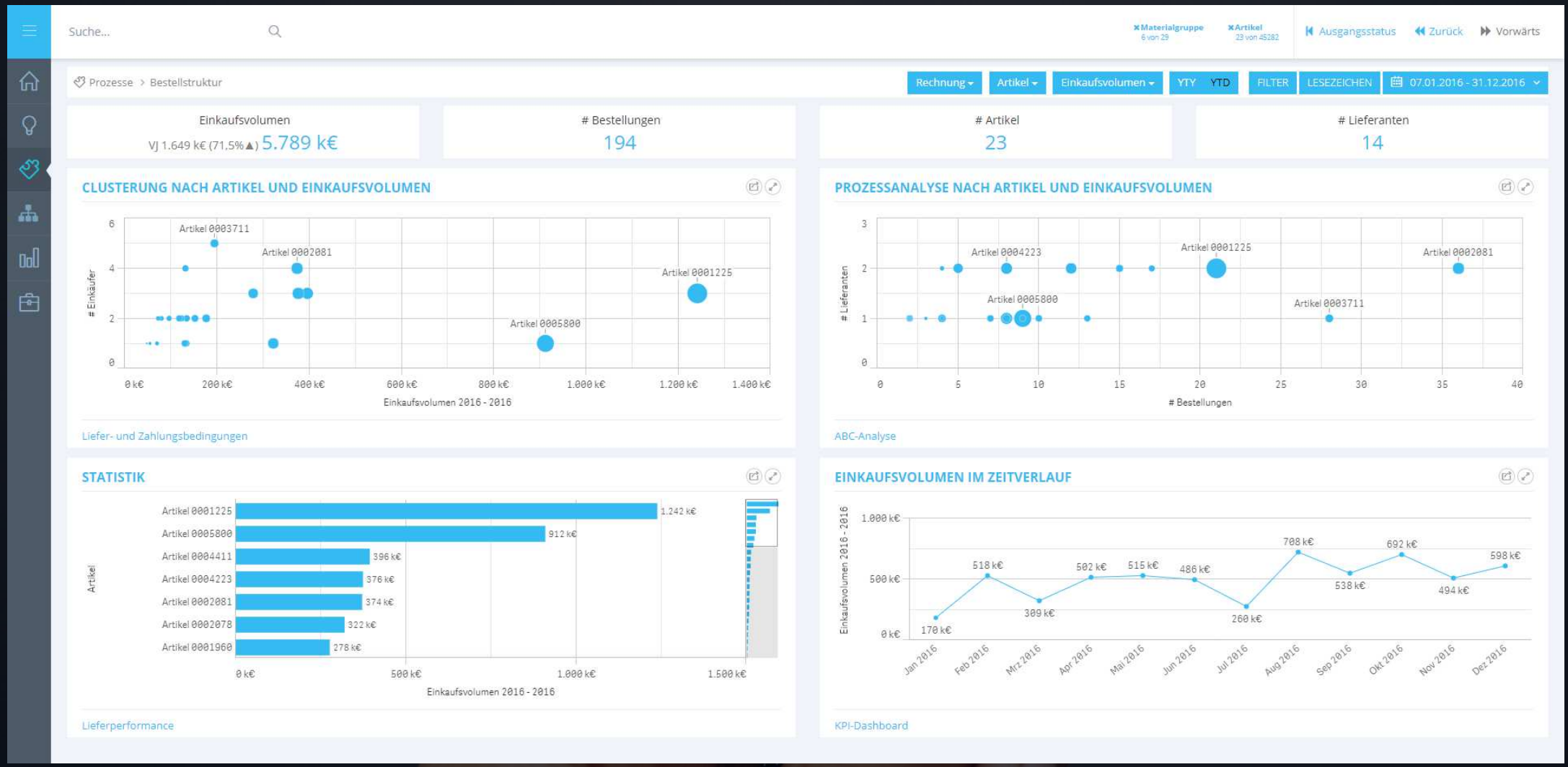


Back-up: ABC-Analyse

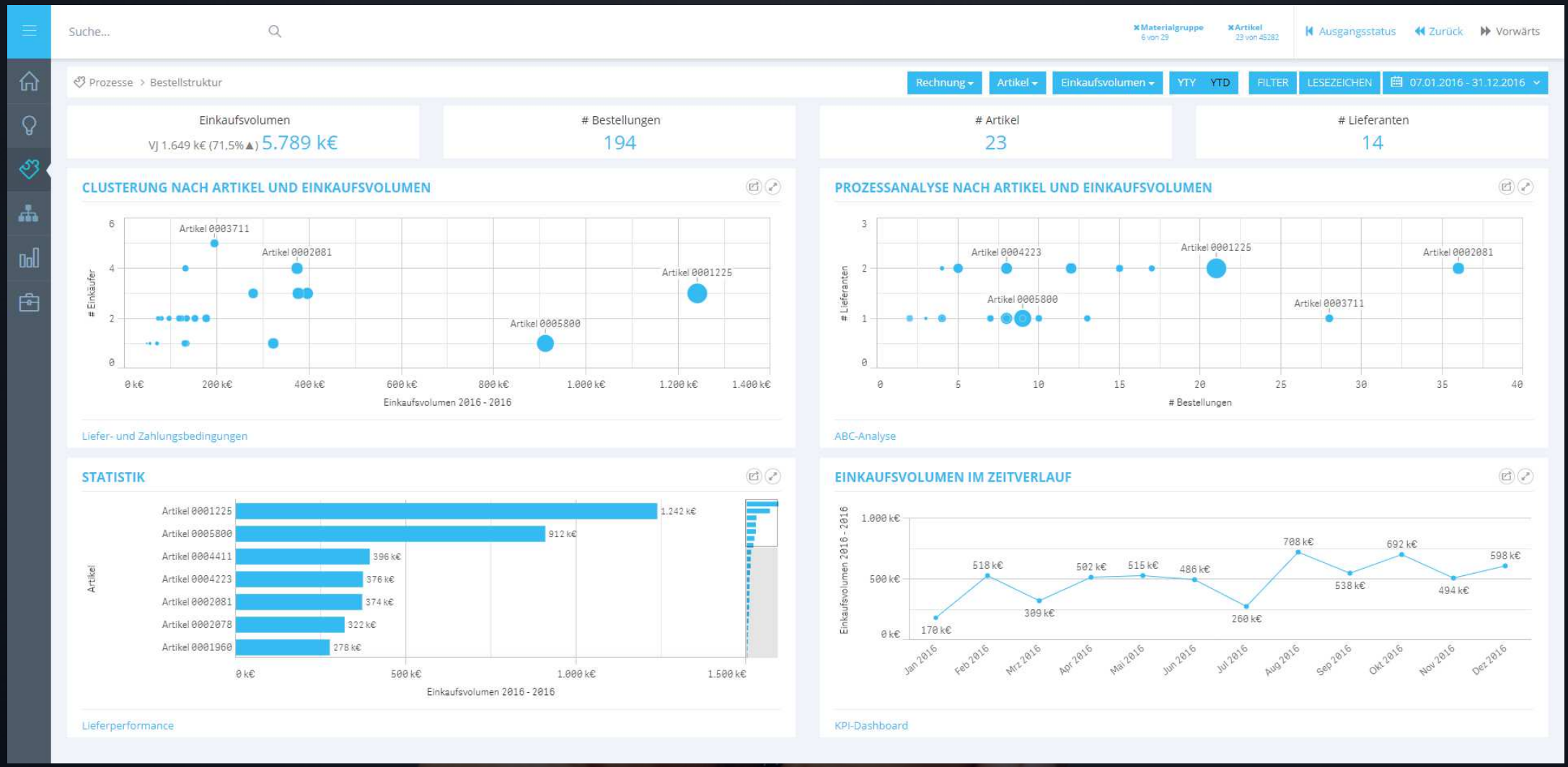


Artikel	Einkaufsvolumen 2016	Einkaufsvolumen 2015	Δ	Δ %	Einkaufsvolumen kum.	ABC
	3.252 k€	**600 k€**	**2.653 k€**	**81,6%**	**0,0%**	**A**
Artikel 0005800	912 k€	85 k€	827 k€	90,7%	28,0%	A
Artikel 0002081	374 k€	131 k€	243 k€	65,0%	39,5%	A
Artikel 0002078	322 k€	74 k€	248 k€	77,2%	49,4%	A
Artikel 0001960	278 k€	80 k€	198 k€	71,3%	58,0%	A
Artikel 0003711	194 k€	59 k€	136 k€	69,9%	64,0%	A
Artikel 0003703	176 k€	44 k€	132 k€	75,1%	69,4%	A
Artikel 0006584	152 k€	6 k€	146 k€	95,8%	74,1%	A
Artikel 0005142	134 k€	13 k€	121 k€	90,1%	78,2%	A
Artikel 0003707	131 k€	40 k€	91 k€	69,4%	82,2%	B
Artikel 0005660	130 k€	9 k€	121 k€	93,1%	86,2%	B
Artikel 0006546	127 k€	0 k€	127 k€	100,0%	90,1%	B
Artikel 0007010	123 k€	4 k€	118 k€	96,4%	93,9%	B
Artikel 0002864	102 k€	24 k€	78 k€	76,8%	97,0%	C
Artikel 0009119	96 k€	32 k€	65 k€	67,2%	100,0%	C

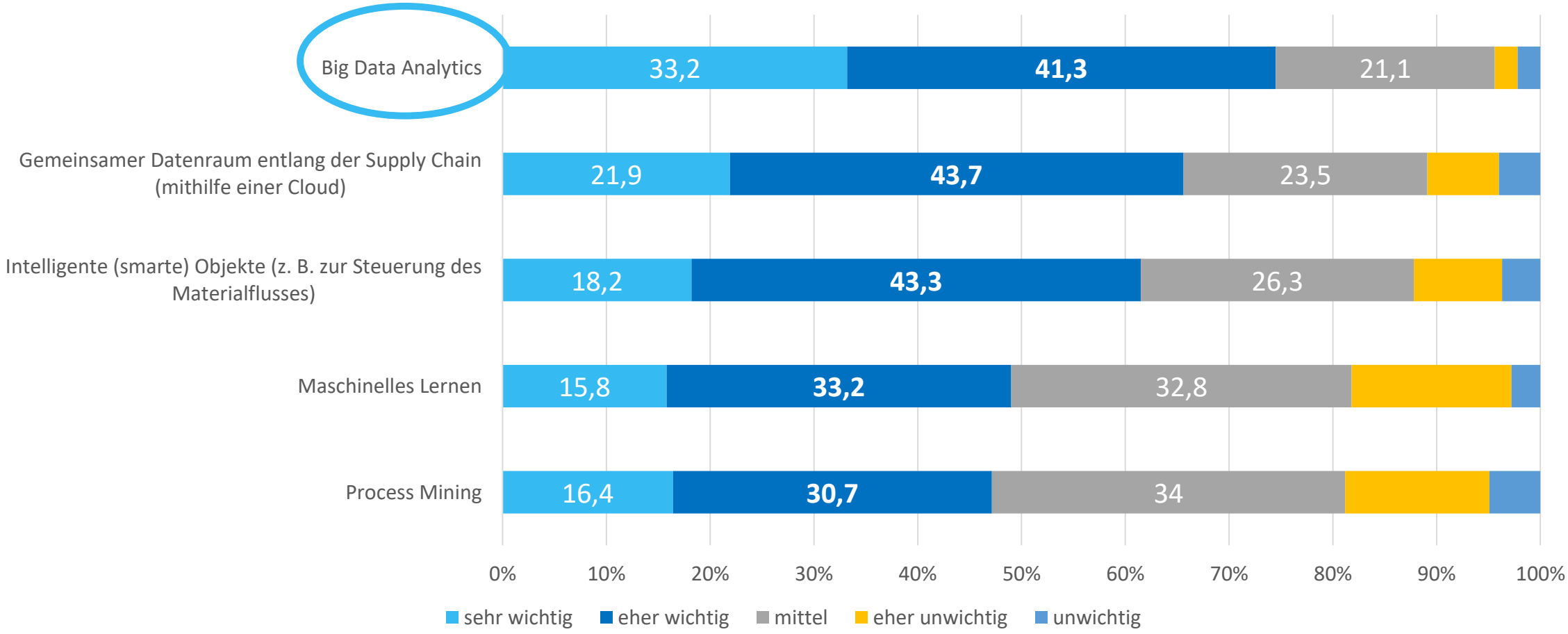
Back-up: Bestellstruktur



Back-up: Bestellstruktur



Top 5 Zukunftstechnologien im Einkauf



„Big Data Analytics wird mit deutlichen Vorsprung als wichtigste Zukunftstechnologie im Einkauf gesehen .”

*Quelle: Eigene Darstellung - Prof. Dr. Ronald Bogaschewsky – Die alte und die neue Welt des eProcurement – was ist Realität, was Vision?

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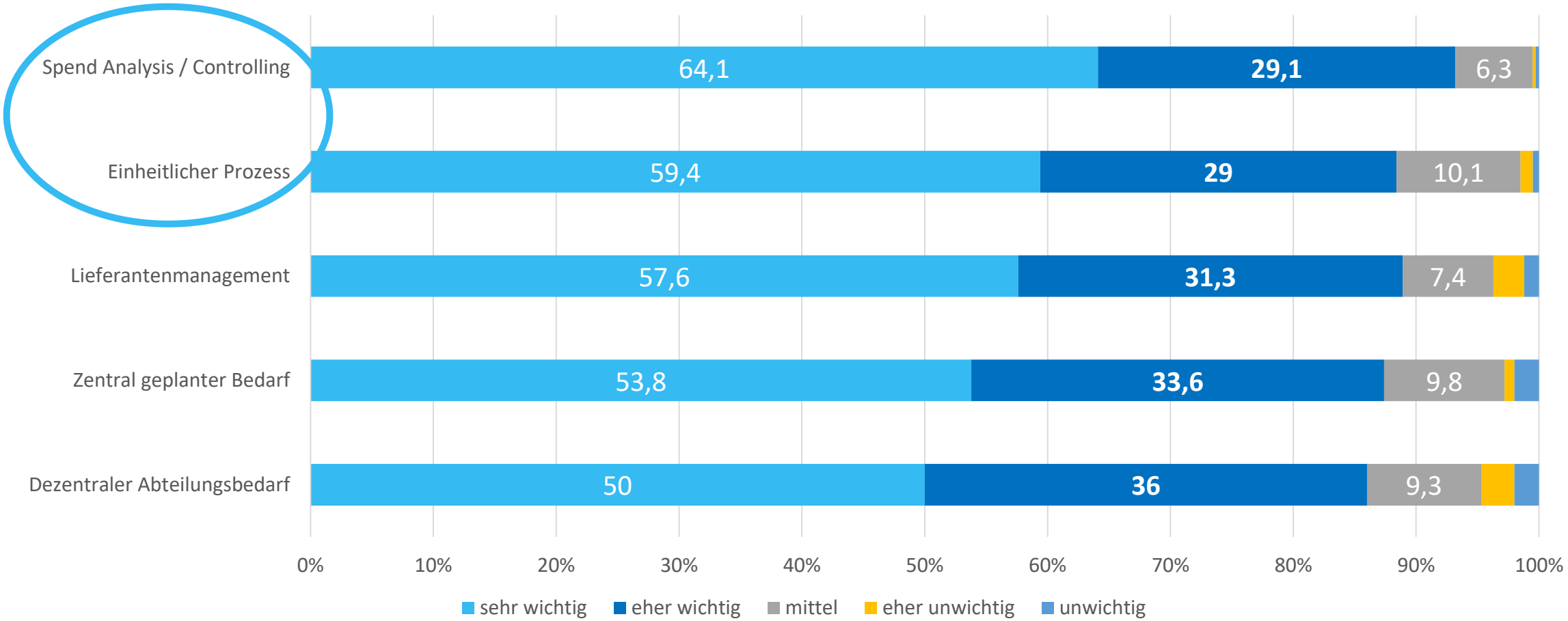
Bedeutung von Tools für den Einkauf

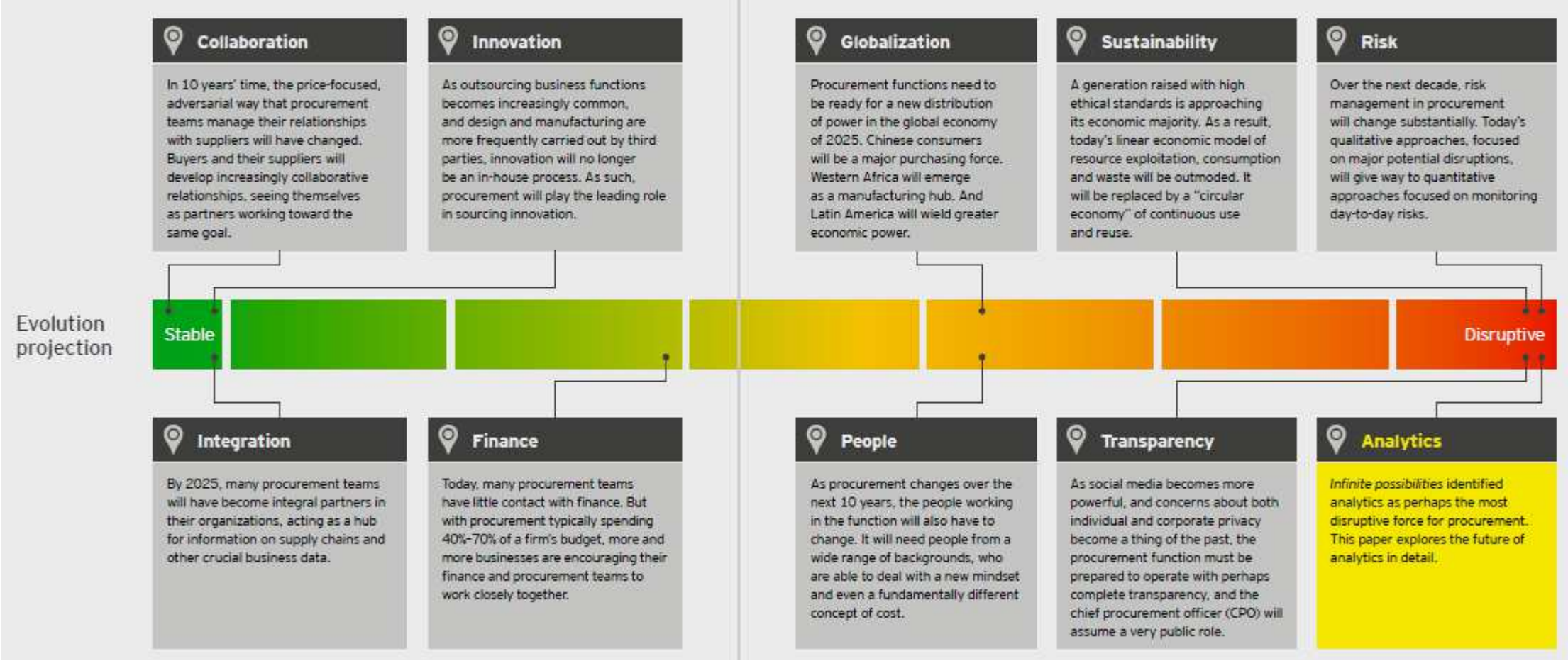


„Bedeutung der jeweiligen Tools ist gegenüber 2018 gestiegen.
Spend Management/Controlling: Vom 2. auf 1. Platz mit 93,2 % ‚eher/sehr wichtig“

*Quelle: Eigene Darstellung - Prof. Dr. Ronald Bogaschewsky – Die alte und die neue Welt des eProcurement – was ist Realität, was Vision?

Disruptive Methode(n) im Einkauf

EY Procurement 2025: outlined 10 change dimensions for procurement



Quelle: ey-empowered-by-analytics-procurement-in-2025