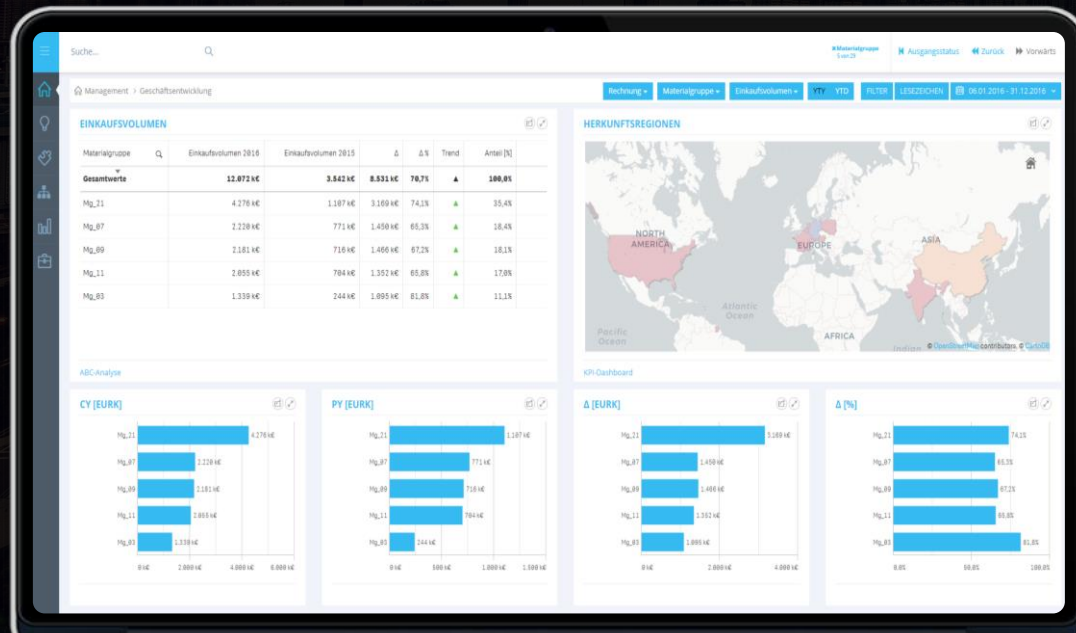# SCALUE®

The Procurement Management Suite

Strategic Procurement - **Simplified & Smarter**

Einsparungen identifizieren & über 5 Härtegrade sicher umsetzen

Online Procurement Summit, 18.06.2020

SCALUE

Advisory Board

Dr. Ulrich Piepel
former CPO (RWE | innogy)

RWE innogy

Samir Kharkan
CEO & Co-Founder
-> 17 years in SCM & Software Consulting

Thomas Teichmann
CIO & Co-Founder
-> 17 years in Industrial Purchasing & Consulting

Projects

ALUKÖNIGSTAHL   Aluform   Warth & Klein Grant Thornton
An instinct for growth

onventis   Fissler   VOK DAMS.

Key Data

- *Founded:* in October 2017, GmbH since August 2018
- *Investor:* SCALUE was built with passion & own resources – no external investors!
- *Headquarter:* Duesseldorf, Germany
- *Business model:* Software-as-a-Service (SaaS)
- *Partner network*: over 40 global network partners (Sales & Technology)

SCALUE

Problem

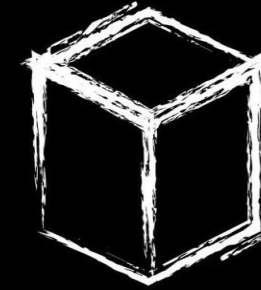**Actionable measures** are hard to identify

No Suitable Tools
for Analytics available

Growing Data Volume
and Complexity

Limited IT Resources
with Procurement Skills

strategic procurement is a **big**

B L A C K B O X

for each buyer in **Procurement**

- the **Profitability** of companies **Suffers** -

SCAL**UE**

Our solution

One platform for analytics out-of-the-box

WORLDWIDE UNIQUE COMBINATION

Spend Analytics
Spend**FLOW**™
strategic

Process Mining
Process**VIEW**™
operational

Initiative Controlling
Action**HUB**™
financial

discover hidden
saving opportunities

save
time & money

increase
profitability

SCALUE

Product

Big Data **Analytics-as-a-Service**

Strategic decision-making support for procurement within seconds

- ◉ **Automated data extraction & processing**
  single point of source across each ERP-system

- ◉ **Ready-to-use application**
  embedded know-how from leading companies & consultancies

- ◉ **Continuous steering management**
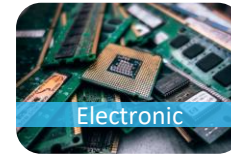 spend, processes & measures

Customers

Use Cases

focus on
Medium-Sized Enterprises and Corporates

procurement processes
Medium | High Complexity

Electronic	Machinery	Consulting
Aerospace	Energy	Retail
Steel	Pharma	Automotive

Suitable for each industry sector.

SAP · **infor** · **Microsoft Dynamics** · **ORACLE**

Works with all erp systems.

SCALUE

Business model – Software as a Service

Your benefits

- *Identification of direct effects*

- *Definition of measures*

- *Rapid implementation*

Spend Volume	Savings [long-term]	Direct Effects
100.000.000 €	8.000.000 €	800.000 €

Direct Spend
70.000.000 € → 5% → 3.500.000 €

10% → **800.000 €**

Indirect Spend
30.000.000 € → 15% → 4.500.000 €

ROI within a few days

SCALUE

LIVE-Demo

Get the full efficiency for your procurement department!

SCALUE

Next steps

01

FREE 30 Min. strategy call

- Current challenges
- Discuss your goals
- Your demand

02

Proof-of-Concept

- Spend & Process transparency within a few days
- Quick-Win Analysis
- Data-Quality Check

03

Regular use SaaS

- Procurement 4.0
- Digital Transformation
- (CIP) continuous improvement process

SCALUE

Testimonials

Customers & Partners

„The SCALUE team supports us in all aspects of our procurement analysis. In particular, the **transparency and speed** of their solution and their **professional competence** to implement special requirements in an agile, fast and uncomplicated way convinced us completely."

Dipl.-Ing. Sebastian Wurzer
Head of Group Procurement, ALUKÖNIGSTAHL GmbH

"**Big data analytics** and **process mining** are the next step that **will replace traditional spend cubes** and give purchasing a new dimension in terms of data **transparency, process efficiency, automation, savings and maverick buying**."

Dr. Ulrich Piepel
Senior Advisor of Boston Consulting Group & SAP ARIBA
former CPO of RWE | innogy

"In the future, system-based **spend analyzes** and **data mining** will be **essential to concentrate on the strategic tasks in purchasing and supply chain**. The transparency generated across all accounts payable ensures operational excellence in this area and **a reliable contribution to earnings**."

Gregor van Ackeren
Managing Partner, ADCONIA
former SVP Global Procurement Siemens and CPO Grohe

"It is **surprising how many organizations still do not know** what and **how they are spending companies' money** – Procurement organizations do need a fast and reliable tool that does not add complexity – **spend analytics combined with process mining is the key** foundation for the modern procurement professional."

Michael Delle
Independent Consultant
former VP Global IT Sourcing and Procurement of ERICSSON

SCALUE