Nevi Procurement Day

'Procurements survival of the fittest. Dare to be different!'

Workshop on adoption of digital procurement solutions

Apeldoorn, November 1st
Nico Bac



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Founder of Digital Procurement Now

Former Digital Procurement leader at Procter & Gamble.

Engineer & scientist, in procurement since 2000

Category management, innovation procurement, contract manufacturing, packaging, IT.

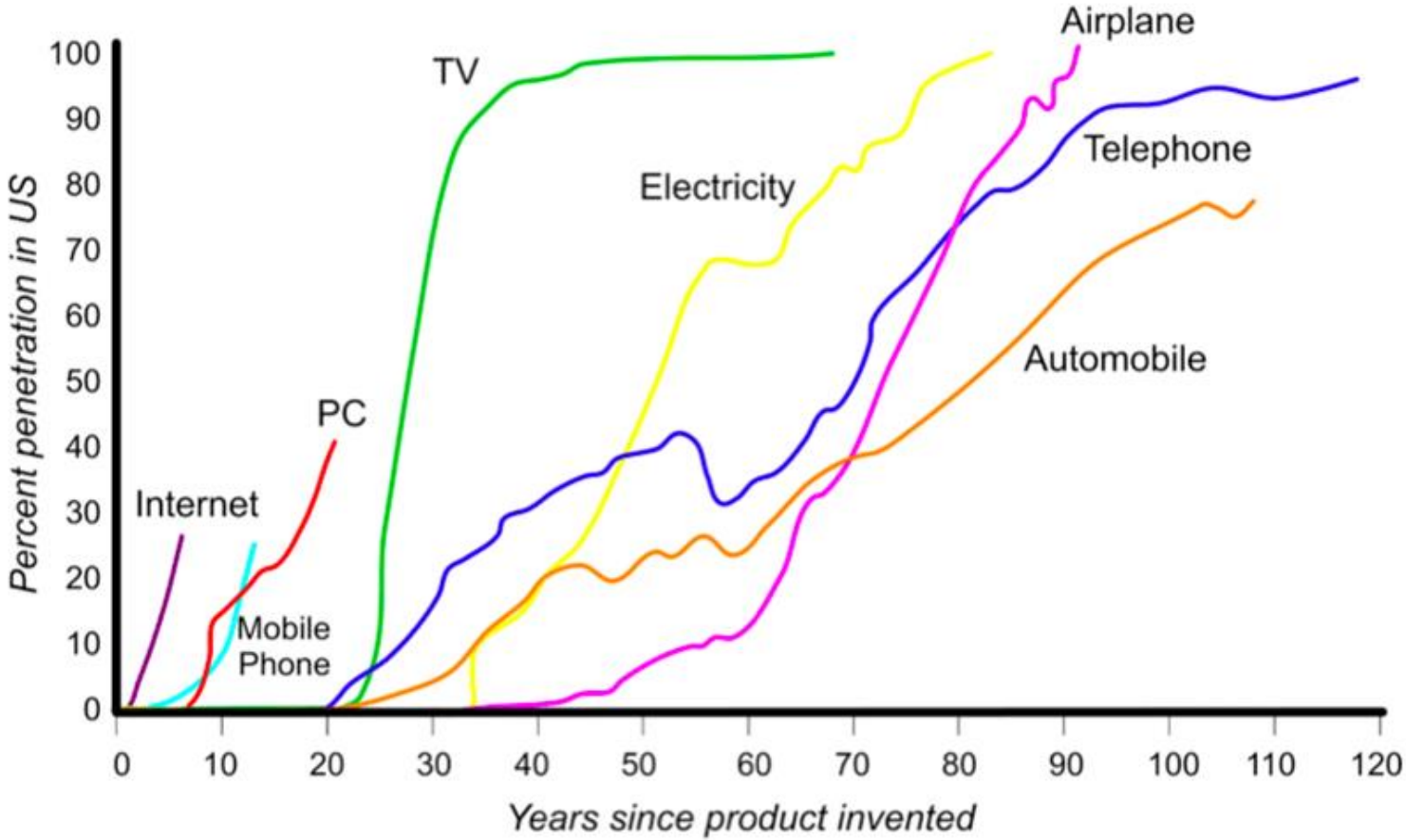
Overall course overview:

- Change Management Theory
- Change Management Case Study
- Conclusions


Adoption is everything.
Barriers to adoption
of Digital Procurement?

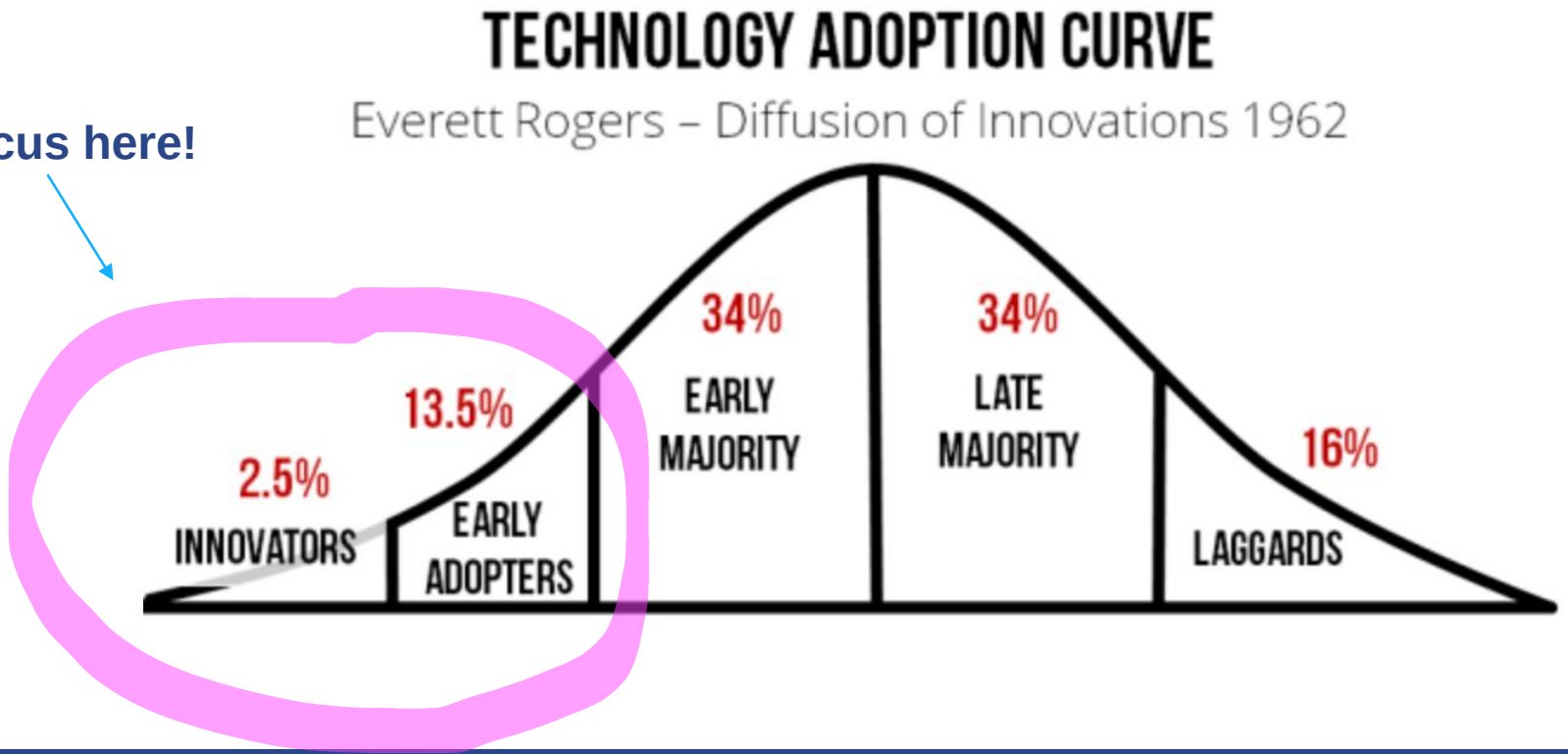
What digital procurement solutions are being used in the audience?

Proactis?
Jaggaer?
Ariba?
Negometrix?
Coupa?


Airplane
TV
Telephone
Electricity
Automobile
PC
Internet
Mobile Phone
Percent penetration in US
100
90
80
70
60
50
40
30
20
10
0
0
10
20
30
40
50
60
70
80
90
100
110
120
Years since product invented

Adoption: Buyers & suppliers!

Focus here!



‘Expert’ Disruption Forecasts

In the mid-1980s AT&T hired McKinsey & Co to forecast cell phone adoption by the year 2000

THEIR (15-YEAR) PREDICTION

900,000

SUBSCRIBERS

THE ACTUAL NUMBER WAS

109 million

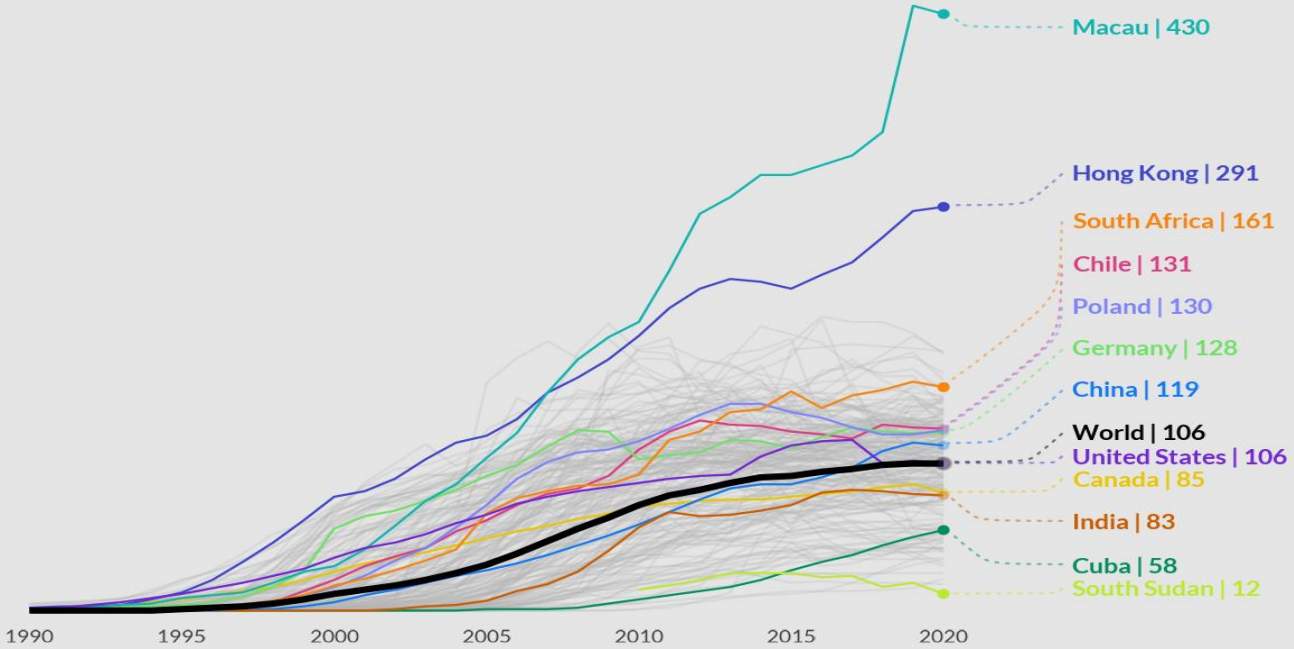
They were **off** by a factor of:

120x



The Rise of Mobile Devices

Mobile device subscriptions per 100 people



The number of mobile device subscriptions is divided by the country's population and multiplied by 100.
A mobile device subscription refers to the subscription to a public mobile device service which provides access to the Public Switched Telephone Network (PSTN) using cellular technology. It includes postpaid and prepaid subscriptions and includes analogue and digital cellular systems.

Visualization by Pablo Alvarez | Source: Our World In Data

Case study:

Situation: Your procurement excellence team has bought Jaggaer ASO for e-sourcing in 2005. Adoption has been poor and is currently at 2% of all sourcing events. Only % of buyers have ever used the tool. Suppliers complain and often submit offers via e-mail.

You are responsible for adoption and your boss has told you you have 12 months to achieve 20% adoption.

Or else……..How will you approach this?

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Conclusions:

1) Ensure you are deploying the best tool
2) Focus on the innovators. Please them with the technology you have selected.
3) Establish digital champions to drive the change from the inside.
4) Simple, simple, simple: Don’t try to do too much or work on too many solutions. It’s better to get 80% adoption on 1 tool then 10% adoption on 3 tools.

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