

source to pay summit

2016

April 20th | pre-conference workshop, drinks & dinner

April 21st | Main Conference

Hotel Birger Jarl, Stockholm

A conference focusing on end to end value creation where collaboration, trust and sustainability lead the way

www.source2pay-summit.com

Key Note Speakers



Silvio Vanzo
VP Purchasing



Paul Mol
Global Finance & IT
Director



Lotta Carlsson
Head of Sourcing
Process Management



Jenny Sundell
Sourcing Process
Specialist

Focus Session Speaker



Mats Billermark
Head of Business
development & control,
Group purchasing

BILLERUDKORSNÄS

Theme Discussion Moderators



Electrolux



Electrolux



ERICSSON



ERICSSON

Expert Organizations



LINDAHL



synertrade
digital dimension | saas



ecoVadis
SUPPLIER SUSTAINABILITY RATINGS



Qlik



Semantix



SAP Ariba



OpusCapita



basware



Silvio Vanzo
VP Purchasing



Paul Mol
Global Finance & IT
Director



Jesse Ahokas
Global Process Owner,
Procure to Pay



Petter Andresen
CPO



Hanne Henriksen
Procurement
Controller



Mats Billermark
Head of Business
development & control,
Group purchasing



Ib Tinghøj
Hansen
First Vice
President



Stefano Dell'Orto
Head of Procurement
Performance



Electrolux



Electrolux



FISKARS



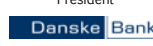
posten



posten



BILLERUDKORSNÄS



Danske Bank



VATTENFALL



Lotta Carlsson
Head of
Sourcing
Process



ERICSSON



Jenny Sundell
Sourcing Process
Specialist



ERICSSON



Fabiola Rivera Bello
Nordic Procurement
Manager - Indirect
Materials & Services



Essential Tobacco



Rolf-Erik Vålen
Global Sourcing
Project Manager



SCA
Care of Life



Kristin Ang
Group
Purchasing
Strategy &
Business
Transformation
Director



SKF



Eric Dubern
Indirect Sourcing
Manager - Nordic
region



GE



Knut Olav Irgens
Hoeg, Head of
Procurement
Europe



STATOIL

Pre-Conference Workshop

How do you enable change and create durable process development across functions?

In this 3 hour workshop you and the group will work through possibilities and challenges in cross functional change management.

The group will consider why so little of what initially seemed possible to achieve actually is realized? You will work through what you can do to secure the why, what, how and who that need to change in order for real behavioral change to happen.

The workshop is booked separately and the number of seats is limited.

Welcome!



Pontus Wadström
Partner

A Real Movement
strategy & change

"It was very good and I really received a lot of knowledge how other companies have solved some issues that we have."

"Very good! It was my first summit so I didn't know what to expect and was positively surprised with many interesting topics that added a bit of inspiration."

Summit Overview

240 minutes quality
workshop time

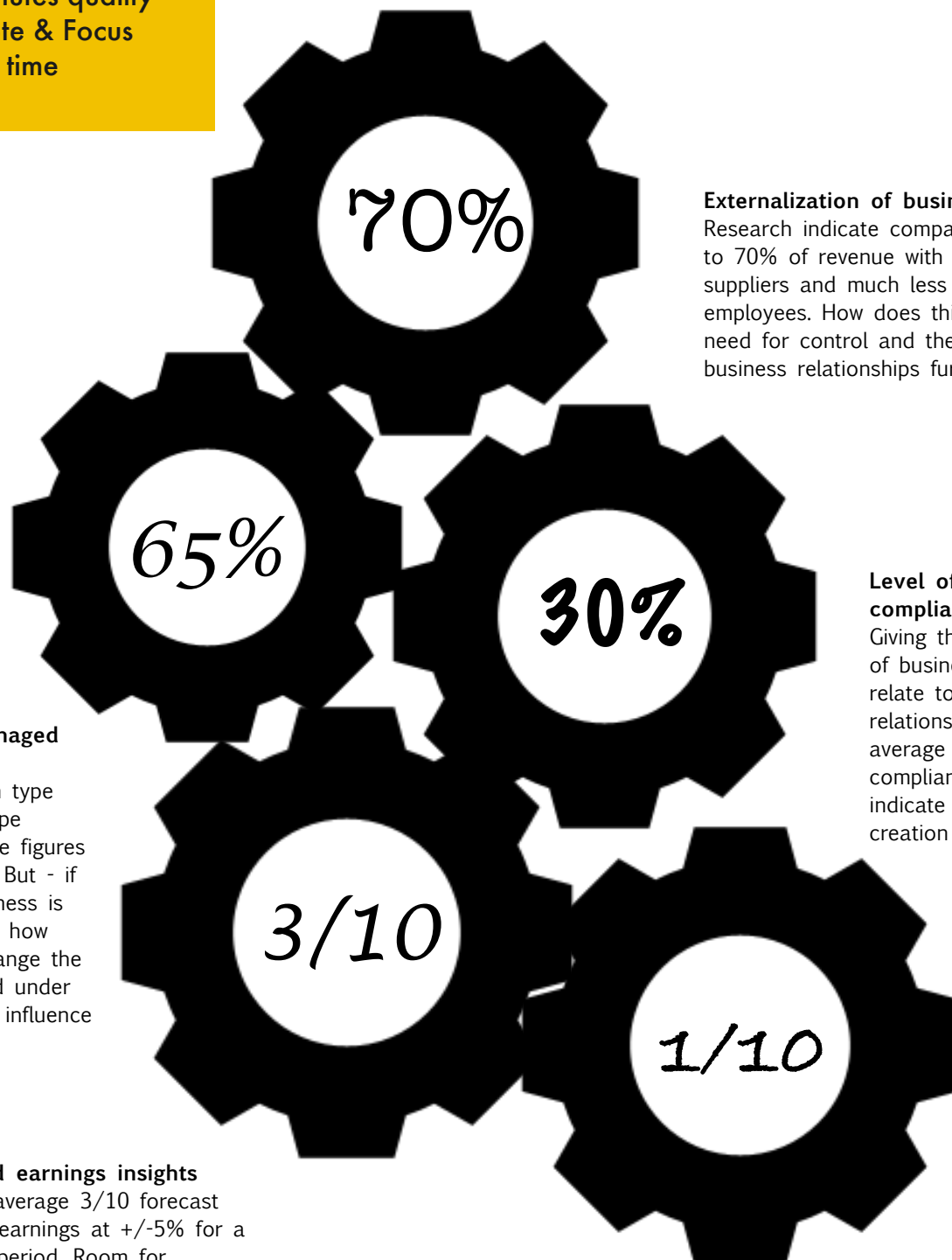
160 minutes quality
Theme Discussion time

240 minutes quality
Key Note & Focus
Session time

Bringing strategies to life

2016

Welcome to the 6th annual Source to Pay Summit. The idea being that challenges and opportunities within sourcing, procurement and finance need to be discussed as parts of an end-to-end process. How are business strategies translated into strategies for sourcing, procurement and finance? And how are those strategies being operationalized? Who need to do what based on how you are organized in order to achieve set goals? At Source to Pay Summit we don't give easy answers but offer quality ways of asking questions and share experiences.



70%

Externalization of business

Research indicate companies invest up to 70% of revenue with external suppliers and much less with employees. How does this change the need for control and the need to grow business relationships further?

65%

Level of managed spend

Depending on type spend and type business these figures should differ. But - if more of business is externalized - how does that change the idea of spend under management, influence and control?

30%

Level of contact compliance

Giving that up to 70% of business revenue relate to external relationships - an average 30% contact compliance rate indicate missed value creation

3/10

Revenue and earnings insights

It seems an average 3/10 forecast revenue and earnings at +/-5% for a three month period. Room for improvement? How much of the lack of insight come from non end-to-end control?

1/10

Cash flow control

If 1/10 are able to forecast cash flow for three months at a +/-5% level - what does that tell us? Is a lot of business unknown or just not under management? Or is it business as usual?

Expert Organizations

A warm welcome to Source to Pay Summit 2016 Expert Organizations! They all have different areas of expertise and they are the ones knowing how to link all or parts of a strategy to ways of making them a reality.

PLATINUM SPONSOR



Lindahl is one of Sweden's largest law firms. The firm's clients often come from knowledge-based, innovative and high-technology industries. In addition to the broad range of skills offered by a large firm, lawyers at Lindahl have cutting-edge expertise within intellectual property law, life sciences, dispute resolution, outsourcing and the TMT sector. The firm also has extensive experience in areas such as banking and finance, capital markets, M&A and real estate.

Lindahl has extensive international experience and a well-developed global network of leading law firms. Today, Lindahl has approximately 400 employees, of which two thirds are lawyers, working from offices in Stockholm, Göteborg, Malmö, Uppsala, Örebro and Helsingborg.

Learn more about the firm at www.lindahl.se. To read more about Vested, visit www.lindahl.se/en/vested



Kate Vitasek, founder of Vested at Source 2 Pay Summit 2014 & 2015

GOLD SPONSOR



Qlik® delivers intuitive platform solutions for self-service data visualization, guided analytics applications, embedded analytics and reporting to approximately 36,000 customers worldwide. Companies of all sizes, across all industries and geographies, use Qlik solutions to visualize and explore information, generate insight and make better decisions. At Qlik, we optimize Business Intelligence (BI) by harnessing the collective intelligence of people across an organization. We focus on empowering people—by enabling everyone in an organization to see the whole story that lives within their data. See more at www.qlik.com or www.qlik.se



Recorded webinars with poll results can be found here [Södersjukhuset](#) & [Trelleborg](#)

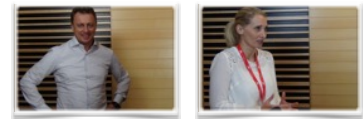
SILVER SPONSOR



SAP Ariba is the world's business commerce network. SAP Ariba combines industry-leading cloud-based applications with the world's largest web-based trading community to help companies discover and collaborate with a global network of partners. Using the SAP Ariba® Network, businesses of all sizes can connect to their trading partners anywhere, at any time from any application or device to buy, sell and manage their cash more efficiently and effectively than ever before. Companies around the world use the SAP Ariba Network to simplify inter-enterprise commerce and enhance the results that they deliver. Join them at: www.ariba.com

About SAP

As market leader in enterprise application software, SAP (NYSE: SAP) helps companies of all sizes and industries run better. From back office to boardroom, warehouse to storefront, desktop to mobile device – SAP empowers people and organizations to work together more efficiently and use business insight more effectively to stay ahead of the competition. SAP applications and services enable more than 282,000 customers to operate profitably, adapt continuously, and grow sustainably. For more information, visit www.sap.com.



Interviews with [Statoil Fuel & Retail](#) and [Lundbeck](#) can be found at www.ebgnetwork.com

BRONZE SPONSORS



EcoVadis is the first collaborative platform providing sustainability ratings and performance improvement tools for global supply chains. EcoVadis' easy-to-use CSR scorecards help companies to monitor suppliers' environmental, ethical, and social practices across 150 purchasing categories and 110 countries.

Over 130 industry leaders such as Verizon, Merck, Coca Cola Enterprises, Heineken, Johnson & Johnson, Renault-Nissan, ING Bank, and Nokia use EcoVadis to reduce risk, drive innovation and foster transparency and trust among over 25,000 trading partners. See more at www.ecovadis.com



We set the new standard for financial processes. A bold claim, but we have the track record to back it up. Over the past 30 years, we have taken a series of determined steps to turn what started out as a document handling and printing service into today's OpusCapita, a company offering solutions from electronic invoices, electronic payments and electronic invoice workflow to payment factory and even fully-fledged financial outsourcing. With every step, we have been visionaries in developing this part of the service chain, and we are committed to hold this position in the future, as well. Today our offering covers the entire field of financial management, end-to-end. [OpusCapita website](#)



Source2Contract, Procure2Pay, Spend Management, Supplier Relationship Management

The way to procure is in a fast changing model Let's team-up and make the world more efficient and safe!

Today's CPO agenda, of course, still is to get the most quality and quantity out of every Euro spent. However, rapidly increasing, new goals and consideration come into play that have to be seriously considered: Security, Risk Avoidance, Collaboration, Business Complexity, Cloud Computing and the internet of Things, Big Data, and Mobility.

This is to be considered when trying to get the job done. Complex decision processes demand a supportive tooling landscape that is easy to use, but reliable and state of the art. A system shall ease the procurement department's work and shall not make it more complex.

Synertrade is the leading software company in creating top-notch process support systems for e-procurement and controlling departments in mid to large-scale enterprises since 1999. We are global. According to Gartner, we are among the top 5 suppliers in this space. More than 200 customers rely on us, such as Metro Group, Lufthansa, EADS, Lafarge, GDF Suez, Bosch, Google, ACGO, Tokmanni, Kone, Sandvik, Coloplast, Vestas and many more.

Learn more on us under: [Synertrade website](#)



An interview with Andreas Schwarze, Member of the Executive Board at SynerTrade can be found [here](#)



We facilitate international business and bring cultures together.

Being able to communicate in multiple languages is a success factor. Did you know that the inclination to buy or act increases by 25% if recipients receive information in their own language? Coordinated translation purchasing brings many benefits, including the following:

- Better service with faster turn-around and shorter delivery times, and your own dedicated team.
- Higher quality through our translators' deeper knowledge about your business and your products, and consistent terminology.
- Improved efficiency since we can optimise the translation process and plan our translators' time.
- Lower prices with bigger volumes, more efficient processes, better translation memories and term databases.

>>>Semantix is the Nordic countries' largest language company, with services in translation, interpretation, content design and language training. The company has a network of 7,000 translators, interpreters and language consultants and offers language services in all languages. Semantix has six offices in Sweden, two in Norway and four in Finland.



Expert Organizations

basware

Basware is the global leader in providing purchase-to-pay and e-invoicing solutions in the world of commerce. We empower companies to unlock value across their financial operations by simplifying and streamlining key financial processes. We help our customers to succeed and create added value to their business through better financial management. Our Basware Commerce Network, the largest open business network in the world, connects 1 million companies across 100 countries and enables easy collaboration between buyers and suppliers of all sizes. Through this network, leading companies around the world achieve new levels of spend control, efficiency, and closer relations with their suppliers. With Basware, businesses can introduce completely new ways of buying and selling to achieve significant cost savings and boost their cash flow. Find out how Basware helps money move more easily and lets commerce flow at www.basware.com.

www.twitter.com/basware
www.facebook.com/BaswareCorporation
www.linkedin.com/company/basware



About organizer | Network


Procurement & Finance Outlook

The idea behind EBG | Network is as simple as it is a challenge. Gathering and sharing know how and best practice experiences from a procurement and finance perspective. Bridging those organizational silos and recognizing that change is not easy and that change cannot happen as a single event in a single function expecting real results.


Through interviews, webinars, Online conferences and an annual conference in Stockholm, EBG | Network gather companies from across in the world, the most competent professionals we can think of and many of the most open minded and eager to learn expert organizations and peers possible.

We can only hope to see you - irl or virtually - welcome!

A HOLISTIC APPROACH TO BUSINESS DEVELOPMENT



An EBG webinar featuring SATO



Welcome November 5th 11:00-11:45 CET to a webinar where Yaron Nadbornik, head of procurement at SATO Corporation will share his vision and how he and his team planned and executed as well as follow up their purchase-to-pay strategy.


October 1, 2015

EBG Webinar: Enabling purchase-to-pay spend control linking strategies, processes and technology together

By [ebgnetwork](#)

Date: Thursday November 5th Time: 11:00-11:45 AM CET (12:00-12:45 Finnish time) Language: English
 Location: Your computer/phone/tablet Cost: Free of charge but requires registration Organizer: EBG | Network & OpusCapita >>Click here to register Last year SATO Corporation – a housing investment company in Finland – decided to take control over spend and purchasing behavior. Reducing [...]

END TO END TRANSFORMATION



EBG Play: Aligning from source to pay and lessons learned


Another great contribution to Source 2 Pay Summit: 2015 was Rolph Hey, Regional Sourcing Manager Nordics at 3M. Rolph moderated Theme Discussions focusing on "Challenges and opportunities aligning from source to pay". Of course a very broad subject which was drilled down into the way in which organizations set up new

ERP-systems, choose to organize [...]


FIND WHAT YOU ARE LOOKING FOR

WHO ARE EBG?

EBG | Network - A cross functional, end-to-end business network focusing on improved sales and forecasting, increased spend under management and financial supply chain control



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NEWSLETTER OPT-IN – DON'T MISS OUT!

Name

Company

View interview with >>Arjan Van Weele



Online
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 | Network

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Contact us today with any type questions!
anna@ebgnetwork.com or lars@ebgnetwork.com

EBG | Pre-Conference Workshop | April 20th

14:00-17:00 incl. breaks

How do you enable change and create durable process development across functions?

Both procurement and finance are faced with targets that are increasingly challenging to realize. By habit many organizations are divided into functions - procurement - supply chain - marketing - HR - finance and by habit targets are set function by function.

As procurement and finance are looking at ways to improve efficiency, reduce cost and increase control - how to really understand how strategies can become a reality is of outmost importance.

This is why EBG is very happy to introduce a workshop together with Pontus Wadström, PhD Candidate in Industrial Economics and Management at Royal Institute of Technology (KTH) and founder of A Real Movement.

In this 3 hour workshop you and the group will work through possibilities and challenges in cross functional change management.

The group will consider why so little of what initially seemed possible to achieve actually is realized? You will work through what you can do to secure the why, what, how and who that need to change in order for real behavioral change to happen.

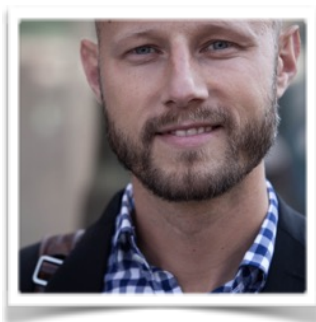
You will go through:

- Why do so many projects that include change fail?
- What should you do instead to ensure real behavioral change?
- What are the basic principles for human behavior and how can you use these in practical change management?
- How can you measure, follow up and thereby secure real behavioral change that lead to the realization of the initial business strategy?

After this workshop you will walk away with an understanding of and tools for real change. You will share experiences with peers in the group and draw from theoretical and practical experiences. The number of participants is limited.

About Pontus Wadström

Pontus has 13 years experience of working with strategy, change and performance management. Pontus worked with strategy and management issues at Skanska for six years. Previously he has been a management consultant and part of a start up within the health service sector. Pontus is a PhD candidate in Industrial Economics and Management at Royal Institute of Technology (KTH) in Stockholm. He holds a MSc in Strategy, a BSc in International Management and a BSc in Organizational Change from Linköping University. Pontus is also partner at A Real Movement, an organization devoted to creating and sharing science and practical knowledge on how to realize strategy and change. ARM:s modi operandi include research, assessments and analysis, development and training, conferences, networking and advisory.



EBG | Drinks & Dinner 17:30-22:00

Join EBG | Network for an informal dinner starting with drinks at 17:30 at Hotel Birger Jarl.

Dinner is included in your Main Conference investment until January 31st 2016. Just write "Incl. Dinner" when registering.

Welcome!



Register today!

Join us for the only summit in Europe bringing cross-functional managers together for in-depth conversations.

Pick and choose!

3-hour Workshop
April 20th 2 450 sek/per person

Dinner
April 20th 750 sek
(Dinner is included when registering before January 31st 2016, just write "Incl Dinner" as registration code)

Main Conference
April 21st 6 950 sek

Go to www.source2pay-summit.com to register today - Welcome!

Source 2 pay Summit 2016 | April 21st

08:15 Registration and coffee

08:50 Opening of Source to Pay Summit 2016

09: Study run through: What are common headaches among peer organizations?

00 In February EBG | Network is conducting a unique study that take the temperature on business end to end headaches. The results are presented at the summit.



ebg | Network

09: **Key Note: The Electrolux journey of Indirect Purchasing to become a relevant Business Partner**

40

Electrolux is a global leader in household appliances and appliances for professional use, selling more than 50 million products to customers in more than 150 markets every year. The company focuses on innovations that are thoughtfully designed, based on extensive consumer insight, to meet the real needs of consumers and professionals. Electrolux products include refrigerators, dishwashers, washing machines, cookers, air conditioners and small appliances such as vacuum cleaners sold under esteemed brands like Electrolux, AEG, Eureka and Frigidaire.

As with many global companies, Electrolux has grown mainly through acquisitions. This inevitably increases complexity (e.g. numerous ERP-systems, cultures and ways of working). Also like in many other manufacturing companies, the indirect spend within Electrolux was managed locally without a central governance. Today Silvio Vanzo (Procurement) and Paul Mol (Finance) will tell a story about how Electrolux successfully established a global indirect procurement function. They will elaborate on their challenges and how they successfully implemented a cross functional collaboration model. Items they will touch on are:

- Acting global within a regional setting
 - A global framework with regional execution
 - Balancing topdown vs bottom up
- Building trust and how finance is essential to this
- Being a relevant partner as driver for successful collaboration

Silvio Vanzo, VP Purchasing & Paul Mol, Global Finance Director and IT Director, Electrolux



Electrolux

10:15 Networking Break

10: Theme Discussions | Session 1 - Share your experiences!

50

Choose a discussion before the Summit. Your choices will be noted on your name tag. Each discussion have a moderator managing the discussion. **Benchmark** mean sharing know-how and not getting all the answers and there is a maximum number of seats at each table. Choosing table comes at a first come first served basis. Each discussion run for 40 minutes.



Benchmark: How is your current system setup behind the source-to-pay process covered today?

1

You may have chosen one main solution or fragmented into part solutions from different suppliers. In this session you can discuss among peers what is working and why and what can be improved.

- What is the reason behind the different choices?
- How closely are Procurement and Finance working together around the development of a system and process setup?
- Who is working with KPI's to improve the overall process in the S2P flow?
- What kind of KPI's are you using and what is the linked to the system/process development?



Ib Tingshøj Hansen, First Vice President, Danske Bank

Danske Bank

Benchmark: How can we prevent fraud in the P2P area?

2

Assessing risks and preventing fraud is a valid aspect of procure to pay control and overview. The risks are different depending on part of the process, country and industry. In this session you will share your insights and discuss how you prevent fraud. Discuss:

- Internal vs. external frauds
- Role of master data
- Internal control points
- Role of procurement vs. finance vs. IT

Jesse Ahokas, Global Process Owner, Procure to Pay, Fiskars



FISKARS

Business tourism or value creation regarding supplier evaluations?

3

Supplier evaluation, supplier relationship management and supplier innovation are buzz words used everywhere today. But what is the outcome? Does it really change anything? The question is raised how that help improve the business case. In this session share your insights and learn from Mats experiences.

- How can supplier evaluations become value creating?
- How do you make sure both parties improve?
- What business models are effective?
- Which are the most important topics to focus on?
- How can we secure a sustainable supply chain?



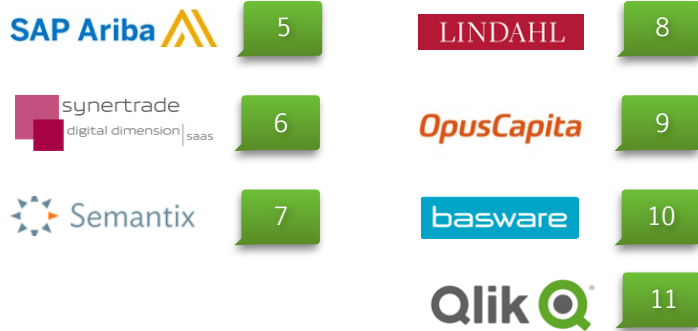
Mats Billermark, Head of Business development & control, Group purchasing, BillerudKorsnäs

BILLERUDKORSNÄS



Theme Discussions are essential at Source to Pay Summit - share experiences and learn from your peers!

Share insights with the Expert Organizations. They share their know-how and you can compare with peers joining the discussion:



"Very positive. Normally group discussions are difficult to keep at a level where they are productive. Here it worked great and I was happily surprised."

NOTE:
THERE IS A MAXIMUM NUMBER OF SEATS AT EACH THEME DISCUSSION. FIRST COME FIRST SERVED - REGISTRATION DATE IS PRIORITIZED.

"A good mix of topics, business representatives and professional roles with a good understanding of topics from different perspectives."

"I think it is a good way of exchanging information on how other companies has done different things and also to do some benchmark to see how far you have come as company in different areas."

Benchmarking the indirect purchasing function within a global landscape

4

As many companies before us Electrolux has embarked on a journey to professionalize it's indirect purchasing function. On the main stage we have shared our experiences from what we have achieved so far. With the table sessions we are looking forward to a highly interactive discussion. "We would like the participants to share their know-how, bring their experiences to the table and exchange ideas." Subject of high interest are:

- How did you structure your indirect purchasing function and processes? (e.g. when are you building a central structure and when do you choose a regional/local set up)
- Where does the responsibility of indirect purchasing start and end (e.g. contract management)
- How do you deal with the challenges of a diverse IT landscape?



Silvio Vanzo, VP Purchasing & Paul Mol, Global Finance & IT Director



11: Theme Discussions | Session 2 - Learn from each other!

35 Choose a discussion before the Summit. Write down what choices you made! If there is room you can swap tables during the day. Each discussion have a moderator managing the discussion. Take the opportunity to ask your questions and listen to your peers! Each discussion run for 40 minutes. Same discussions as in Session 1.



12:20 Networking Lunch

13: Focus Session - Get inspired!

25 Learn from experiences and get inspired.

How hard can it be? Process development inspiration!

The phrase "We can't see the forest for the trees" could hardly be more striking when Mats Billermark from the paper and forest industry BillerudKorsnäs gives his views on why the simple became so difficult. Processes and its process mapping should bring substantial added value but are in many cases a fiasco. And is so even today many years after its introduction.

- Why are so many process mapping projects failing to deliver?
- How can we ensure to create added value with processes?



Mats Billermark, Head of Business development & control, Group purchasing, BillerudKorsnäs



"Very good! It was my first summit so I didn't know what to expect and was positively surprised with many interesting topics that added a bit of inspiration." SAS

14: Theme Discussions | Session 3 - Discuss strategies and tactics!

05 Choose a discussion before the Summit. Your choices will be noted on your name tag. Each discussion have a moderator managing the discussion. Benchmark mean sharing know-how and not getting all the answers and there is a maximum number of seats at each table. Choosing table comes at a first come first served basis. Each discussion run for 40 minutes.



Benchmark: What are critical success factors for a purchase to order (P2O) system?

1

SCA are implementing a P2O system and want to share experiences in how to best implement such as requisition system. There are no one fit all options but you can in the group share your know-how with your experiences.

How are you planning or have planned:

1. Planning phase before implementation
2. Actual implementation
3. Post go live

Rolf-Erik Vålen, Global Sourcing Project Manager, SCA - Hygiene and Forest Products Company



Benchmark: How are you managing tail spend and what are the lessons learned in the group?

2

Imperial Tobacco have a one year old global organization. They have chosen to find a way to cover global tail spend and have scanned the market for a global solution. In this session you will hear their lessons learned so far and can share your insights.

- Spend tail management - a story to tell about choosing global market solutions and options
- How are you managing tail spend?
- What are reasonable strategies and how long time should be estimated?

Fabiola Rivera Bello, Nordic Procurement Manager - Indirect Materials & Services, Imperial Tobacco



Aligning global and Nordic supply chain, strategy & execution

GE' Nordic Sourcing organization has solid and dotted line management, business turnaround and integrations of acquisitions. It is in charge of Year over year cost reduction and cost avoidance but also cash optimization, simplification and compliance. Discuss the challenges and opportunities!

- How to align Nordic ways with global strategies?
- In what ways can sourcing activities ensure cash optimization?
- What activities can procurement use to simplify and increase compliance?

Eric Dubern, Indirect Sourcing Manager, Nordic Region, GE

3



Building a bridge between Procurement, Finance and IT

6

Before making any decision about the P2P/S2P process it is important to have the whole picture. Procurement is only one of the actors; a tight collaboration with the other most involved stakeholders is essential. Based on his experiences as manager in Procurement (Sandvik, Vattenfall) and as management consultant (Booz) Stefano Dell'Orto, Head of Procurement Performance at Vattenfall, will share his insights on:

- How to establish governance and ownership
- KPIs to measure performance
- Change Management and Follow-up

Stefano Dell'Orto, Head of Procurement Performance, Vattenfall



Centralizing cost and process management transformation experiences

As Ericsson is going through a major transformation journey a lot of experiences can be shared - and discussed! In this session - share insights into lessons learned and future aspirations.

- How can you stay local while centralizing?
- Compare experiences from industry best practice
- Who should do what during a transformation journey?
- What metrics are best used to monitor transformation?

Lotta Carlsson, Head of Sourcing Proces Management & Jenny Sundell, Process manager P2P, Ericsson

4



Benchmark: How to best control indirect spend using a procurement system?

7

Posten Norge wants to welcome you to a roundtable discussion regarding how to best control indirect spend using a procurement system. Most of you have a procurement system - or planning to implement one - but how well is spend managed in the systems and how have you managed to fill the system with content and engaged buyers to use it?

- How much of the total spend are you considering or are controlling via systems?
- What are your procurement system implementation experiences?
- How are you working with policies, no po no pay and other ways to increase compliance?

Petter Andresen, CPO & Hanne Henriksen, Procurement Controller, Posten Norge



Benchmark: Change management challenges in a truly global organization

SKF is active in over 130 countries, purchases for more than 3 billion euro per year from over 30 000 suppliers within a large number categories. SKF has embarked on a global transformation journey aiming at using the same tools, comply the same policies and measure the same KPIs. Within procurement the management team is currently working with their change management strategies and you are invited to discuss challenges and opportunities.

- What multi cultural change management do's and don'ts can the group share?
- How do you anchor and implement a global strategy?
- How can a truly global company ensure the same processes and structures in Taiwan and Rumania as well as in Korea and India - or - can it?

Kristin Ang, Group Purchasing Strategy & Business Transformation Director, SKF Group

5



Support business development with end-to-end visibility across countries?

8

When Knut Olav started in SFR two years ago, procurement focused more on compliance, lawyers and legal aspects. Something he wanted to change. "We worked on being a business partner seeing the possibilities and goals of the business and how we can support them in making those decisions better" he says. Here you can share insights into how to increase control and visibility across countries within the retail industry.

- In what ways can end-to-end control and visibility help support business development?
- How can modern systems help you reach your set goals?
- To what extent can you unify end-to-end processes within the Nordics and the rest of Europe?

Knut Olav Irgens Høeg, Head of Procurement Europe at Statoil Fuel & Retail



"Excellent choice of companies and people. A true network of professionals exchanging ideas in a common field of practice."
Arla Foods

Share insights with the Expert Organizations. They share their know-how and you can compare with peers joining the discussion:



9

10

14:50 Afternoon break

15: Theme Discussions | Session 4 - Compare road maps ahead!

20 Choose a discussion before the Summit. Write down what choices you made! If there is room you can swap tables during the day. Each discussion have a moderator managing the discussion. Take the opportunity to ask your questions and listen to your peers! Each discussion run for 40 minutes. Same discussions as in Session 3!



Key Note: The Ericsson centralizing cost and process management transformation journey

Ericsson is going through a major transformation journey where staying local and close to the customer is vital but cost and process management are being centralized. The Ericsson transformation journey is quite unique with big spend volumes, 2 million external PO's and 3,5 million invoices per year. With 28 000 suppliers and 142 categories. In this session you will hear how Ericsson are choosing to use industry best practice set up from different spend areas creating a unique Ericsson gearbox.

- How do you stay local and close to the customer and at the same time enable cost and process centralization?
- What are the lessons learned from studying industry best practice?
- Who is doing what during the transformation journey?
- How are Ericsson making sure set strategies are realized?

Lotta Carlsson, Head of Sourcing Proces Management & Jenny Sundell, Process manager P2P, Ericsson



16:50 Re-cap and end of Source 2 Pay Summit 2016