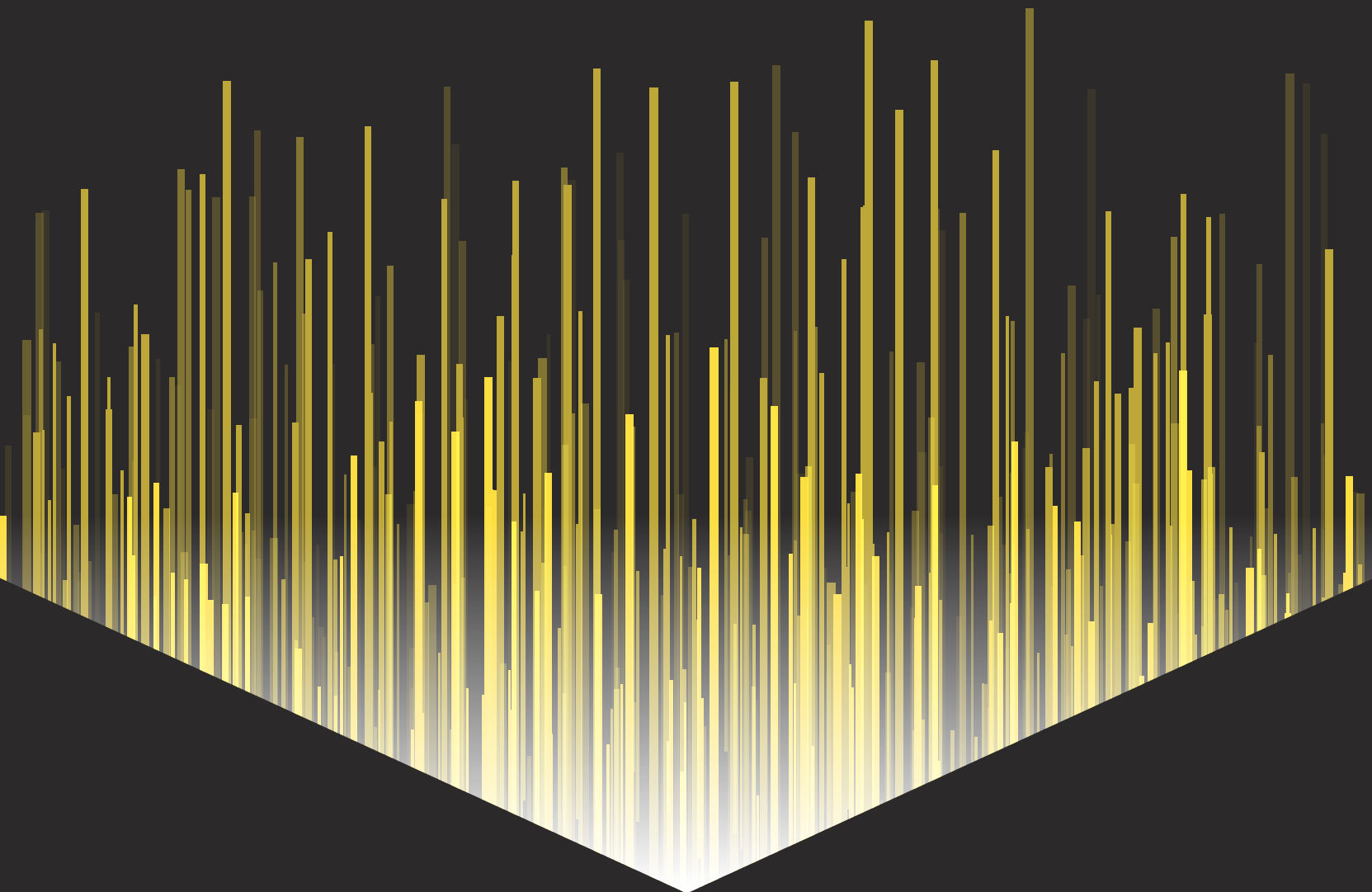




POLESTAR PROCUREMENT SOLUTIONS

A Strategic Perspective on *assessing the maturity of your Procurement Practice*

A data-driven and analytics approach for navigating the complexities of procurement landscape



Establish analytics use cases

In the pursuit of establishing Procurement as a value powerhouse, organizations, particularly Chief Procurement Officers (CPOs) with comprehensive KPIs, outpace their counterparts. To facilitate this progress, we have developed a set of 78 metrics

categorized by persona and value. This focused reporting promotes adherence to established processes and increases overall adoption rates, ensuring feasibility and success.



- Procurement Governance
- Category Management
- Contract Management
- Supplier Management
- Order Management
- Invoice Management

- Fundamentals**: Analytics use cases that are table stakes for any procurement organization
- High Value**: Analytics use cases that are commonly addressed by high performing Procurement Organizations
- Noble pursuits**: Analytics use cases that may be good to track for long term value delivery
- Rare yet Valuable**: Uncommon analysis use cases that may be challenging to implement. However, may add tremendous value

- ★ Financial Importance
- Strategic Importance
- Operational Importance

Maturity Assessment of use cases

The prioritized use cases from the Periodic table should be evaluated on a 5 Key attributes to define

their existing maturity and gap to expectations.

| Procurement Governance | Category Management | Supplier Management | Contract Management | Order Management | Invoice Management |
|------------------------|---------------------|---------------------|---------------------|------------------|--------------------|
| 1 | 2 | 1 | 3 | 1 | 2 |
| 2 | 2 | 2 | 3 | 2 | 3 |
| 3 | 2 | 3 | 1 | 3 | 2 |
| 1 | 1 | 2 | 2 | 2 | 3 |
| 2 | 3 | 1 | 3 | 1 | 1 |
| 3 | 1 | 3 | 3 | 3 | 2 |
| 2 | 3 | 3 | 1 | 2 | 3 |
| 3 | 3 | 2 | 2 | 2 | 1 |



- Advanced Analytics** for prediction and pro-active analysis
- Decision Framework** for effectively using KPIs for strategy and decisions
- Reporting Framework** to build dashboards, reports, and metrics
- Data Estate** to ensure cleaning, transformation, and data linkage
- Data Sources** identified that are needed for analytics solutions

Based on the evaluation and assessment, the use cases can be segmented on a 4-point scale and their progression can be tracked from a nascent

stage to transformational stage. Each stage involves certain requirements and challenges to be mapped.



Sample Assessment

Based on assessment finding for each of the KPIs, a practical roadmap would be built to take the proficiency of the prioritized use case to next level

| | Discovering | Accelerating | Performing | Transforming |
|---------------------------|-------------|--------------|------------|--------------|
| Cost Avoidance | | | ● | ● |
| Diversity Spend | | | ● | ● |
| Vendor Compliance | | ● | ● | |
| Invoice Cycle time | ● | ● | | |

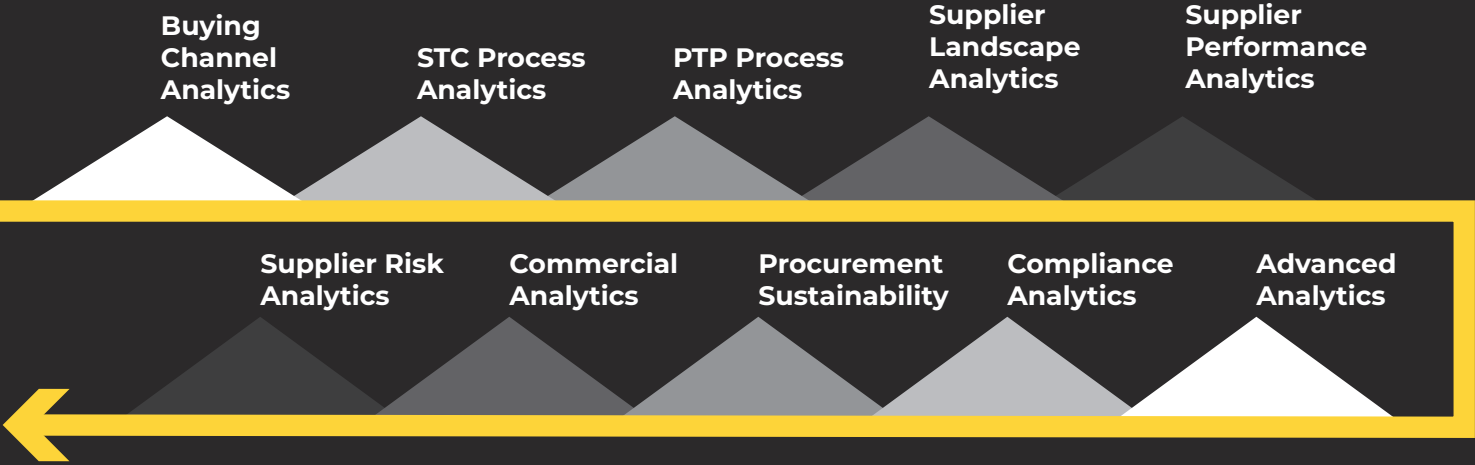
Polestar Solutions Gamut: The S2P cycle

Eliminate data quality & technology integration hurdles in your Procurement journey with our Procurement Insights practice that caters to the entire S2P cycle. Enhance service delivery, improve

supplier relations, and bring growth visibility by integrating your data with our technology expertise.



Our Key Insight Areas



About Polestar Solutions

As an AI & Data Analytics powerhouse, Polestar Solutions helps its customers bring out the most sophisticated insights from their data in a value-oriented manner. From analytics foundation to analytics innovation initiatives, we offer a comprehensive range of services that helps businesses succeed with data.

