



Polestar's

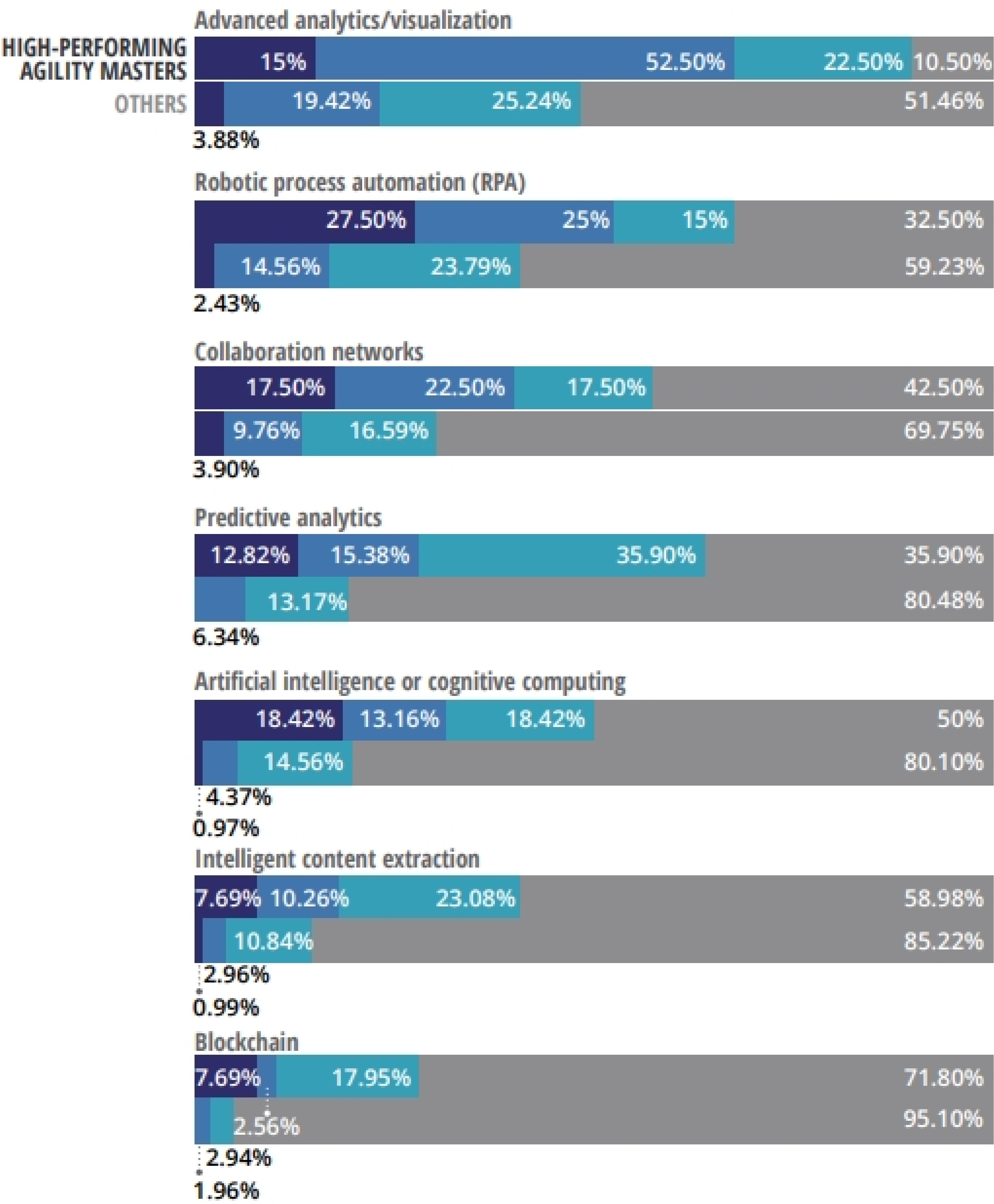
PROCUREMENT INSIGHTS

Practice can help you drive value out of your Procurement data

Procurement Analytics has been proven to help organizations navigate Business uncertainty

High-performing agility masters are ahead in adopting next-gen digital technologies
To what extent are the following “next-gen” digital technologies currently used by procurement?

■ Fully deployed ■ Scaling ■ Piloting ■ Not started



Source: Deloitte Global CPO Survey, 2021.

*Source: <https://www.mckinsey.com/capabilities/strategy-and-corporate-finance/our-insights/the-coronavirus-effect-on-global-economic-sentiment>
**Source: https://www2.deloitte.com/content/dam/insights/articles/6838_Agility-the-antidote-to-complexity/DI_Agility-the-antidote-to-complexity.pdf
***Source: <https://www.gep.com/white-papers/ardent-partners-procurement-metrics-that-matter-in-2022>
Note- These links are subject to the conditions of the respective websites and are only for information purposes

Business leaders continue to exhibit pessimism towards the economic outlook citing inflation, supply chain risk and climate changes* – Mckinsey

 Procurement Insights can help organizations navigate these difficult times

Outside in Perspective

90% of the high-performing firms have implemented or are piloting advanced procurement analytics solutions** – Deloitte

75% organizations ascribe substantial value generation to spend/savings performance analytics** – Deloitte

 7.7% average savings from sourcing ***

Data driven **Procurement Insights** will assist Procurement function to achieve...



Enhanced Service Delivery

- Make Process efficient for business users
- Make Process easy for business users
- Enhance Procurement engagement by business



Improved Supplier Relationships

- Ensure Continuity of Supply
- Improve supplier performance & risk profile
- Offer meaningful growth opportunities to key suppliers



Improved Bottom Line

- Performance to Budget
- P&L Savings delivery
- Working capital Improvement
- Effectively manage risks



Visibility towards Growth Drivers

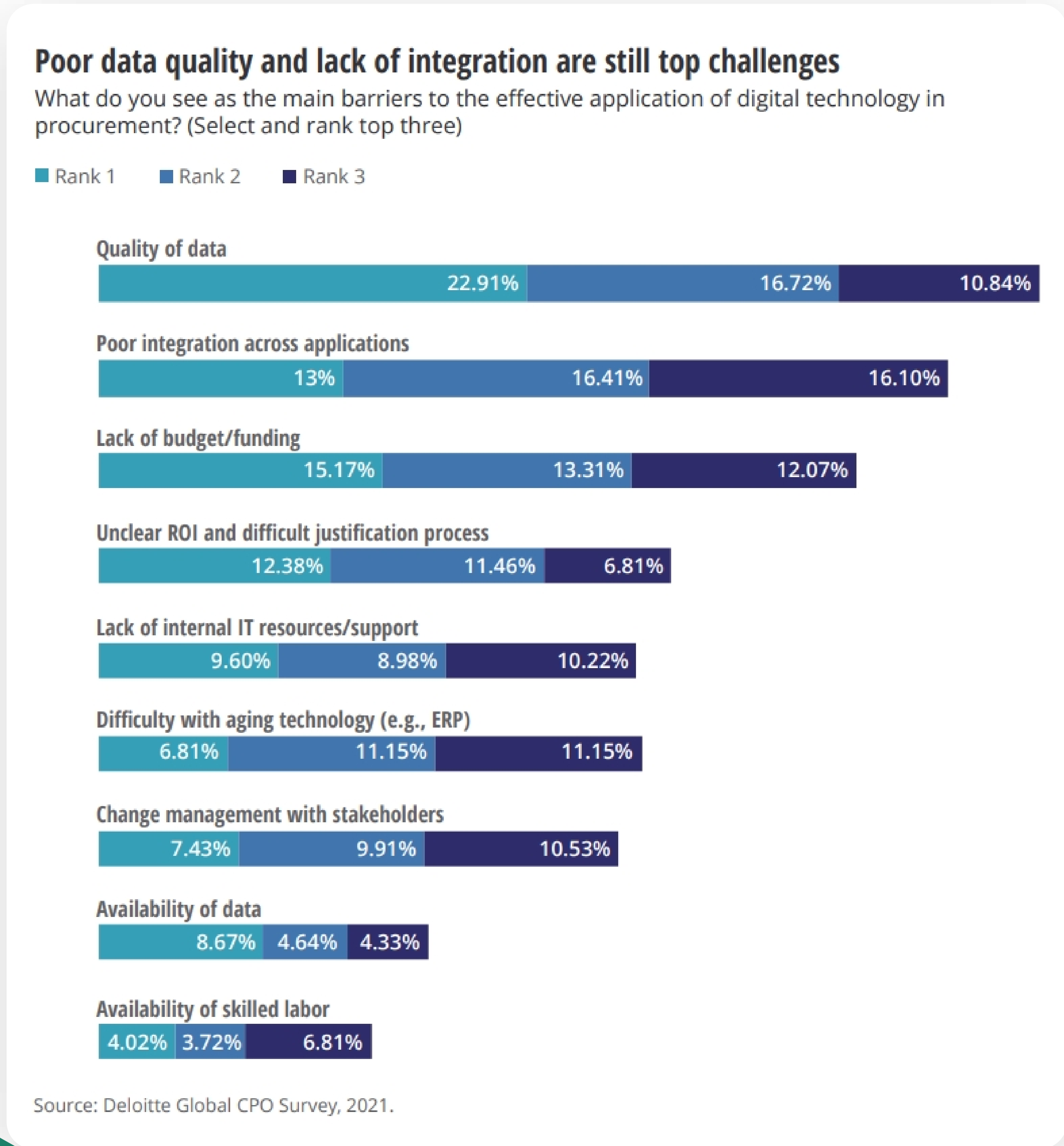
- Help business make Sustainable choices in procurement decisions
- Explore enrichment via 3rd party data
- Embed AI/ML in decision making

*Source: <https://www.mckinsey.com/capabilities/strategy-and-corporate-finance/our-insights/the-coronavirus-effect-on-global-economic-sentiment>

**Source: https://www2.deloitte.com/content/dam/insights/articles/6838_Agility-the-antidote-to-complexity/DI_Agility-the-antidote-to-complexity.pdf

***Source: <https://www.gep.com/white-papers/ardent-partners-procurement-metrics-that-matter-in-2022>

However certain **roadblocks** deter organizations in extracting insights from their Procurement data



● **Quality of Data** and **Poor Integration** are among the top two factors impeding adoption of Procurement Insights ** – Deloitte



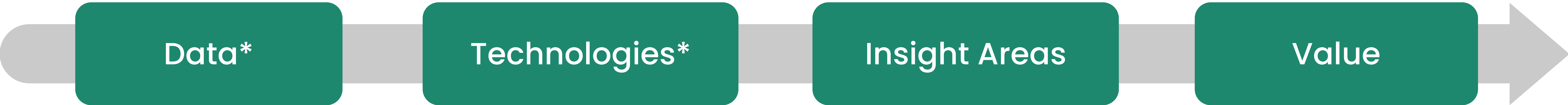
Polestar can help

We have 10+ years of experience helping organizations navigate data quality & integration complexities

I like it!

Our Procurement Insights practice caters to the **entire gamut of S2P cycle**





ERP & Internal Applications

SAP, ORACLE, sage, infor, SAP HANA, Microsoft Dynamics

Procurement Systems

SAP Ariba, JAGGAER, Icertis, ZYCUS, coupa, GEP SMART, ivalua, basware

Offline Sources

Excel, S, A

3rd Party Data

ecovadis, TINCheck, TealBook, Google Maps, loqate GBG, LexisNexis, U.S. BUREAU OF LABOR STATISTICS, GRMS, RAPIDRATINGS, DOW JONES, Sedex, IBAN, dun & bradstreet, MOODY'S

Azure Analysis Services, Google BigQuery, Microsoft SQL Server, alteryx, amazon REDSHIFT, amazon web services, python, Google Cloud Platform, Azure, Qlik, Power BI, tableau, databricks, snowflake, R, DataRobot, dataiku, Informatica, Azure Synapse Analytics, TIME XTENDER

- 1 Buying Channel Analytics
- 2 STC Process Analytics
- 3 PTP Process Analytics
- 4 Supplier Landscape Analytics
- 5 Supplier Performance Analytics
- 6 Supplier Risk Analytics
- 7 Commercial Analytics
- 8 Compliance Analytics
- 9 Procurement Sustainability
- 10 Advanced Analytics

Enhanced Service Delivery

Improved Supplier Relationships

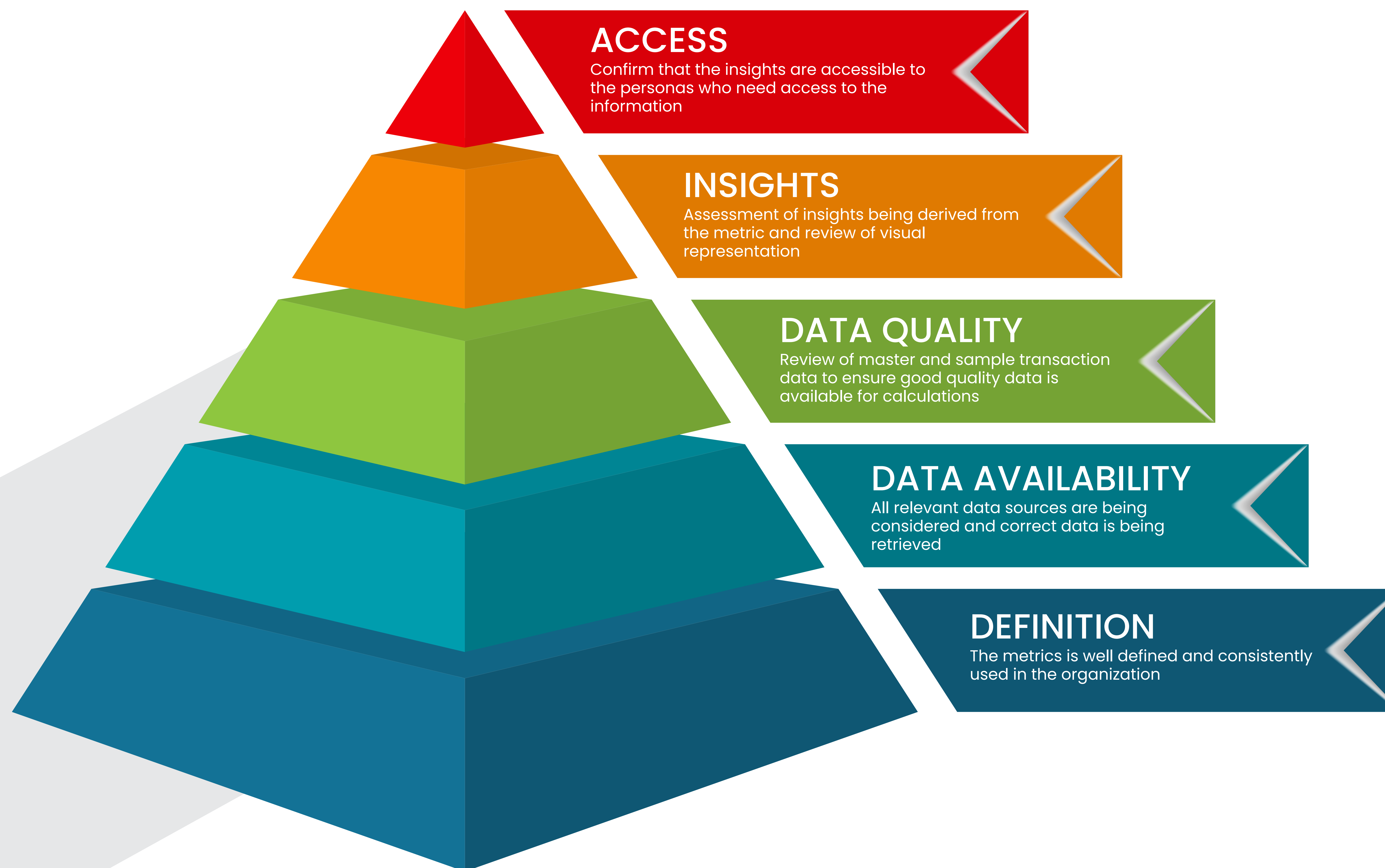
Improved Bottom Line

Visibility towards Growth Drivers

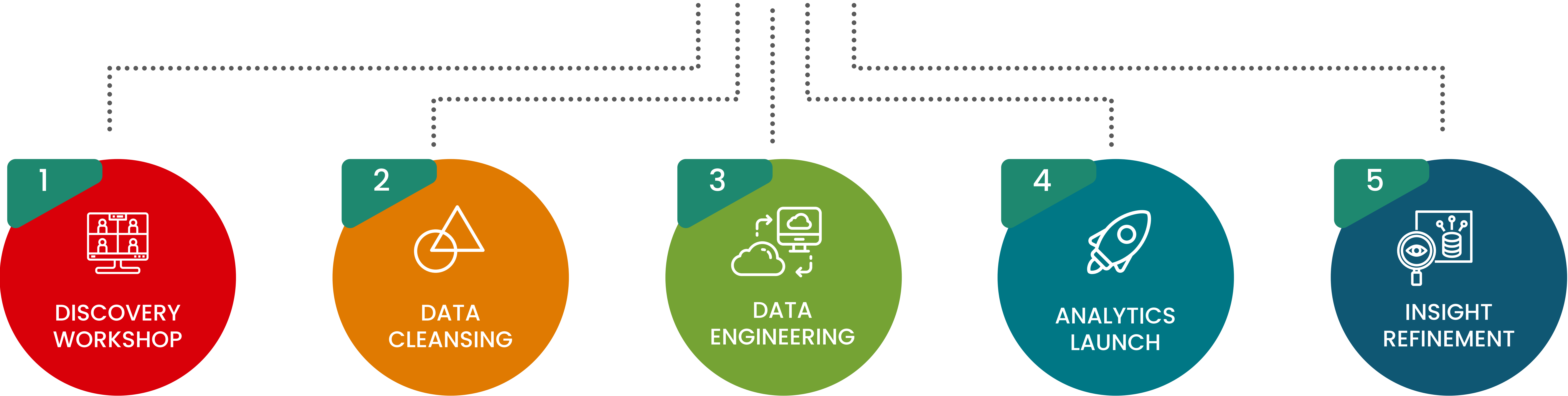
*All trademarks are the property of their respective owners and their inclusion on this page may not indicate any partnership with Polestar Solutions

Polestar's **purpose built metrics** helps organizations extract maximum business value out of Procurement data

Each metric goes through **5 stages of maturity** to ensure **right owners** can get meaningful insight for efficient **decision making**



POLESTAR'S ENGAGEMENT ROADMAP



- ▶ Maturity assessment
- ▶ Align on metrics definitions
- ▶ Review of technology landscape
- ▶ Vision & roadmap
- ▶ Assess change management impact

- ▶ Technical workshops
- ▶ Source to target mapping
- ▶ Data availability assessment
- ▶ Data quality assessment
- ▶ Refinement of analytics vision

- ▶ Review of suggested metric, dashboards & insights
- ▶ Define personas
- ▶ Finalize dashboard widgets

- ▶ Extraction of data
- ▶ Creation of dashboards & insights
- ▶ Conduct end user training workshops
- ▶ Rollout analytics dashboards & insights to end users

- ▶ Hypercare support
- ▶ Periodic review of dashboards & relevance of insights
- ▶ Refinement of predictive insights models

WHY POLESTAR?



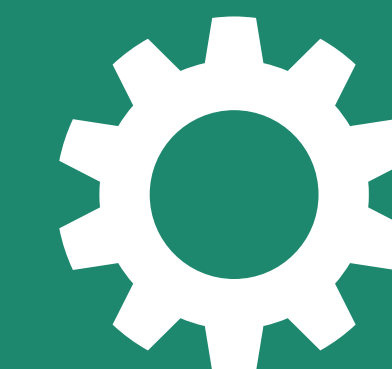
01

10+ years of experience helping organizations navigate data quality and integration complexities



02

A global firm infused with start-up's agility and flexibility, ready to walk the extra mile



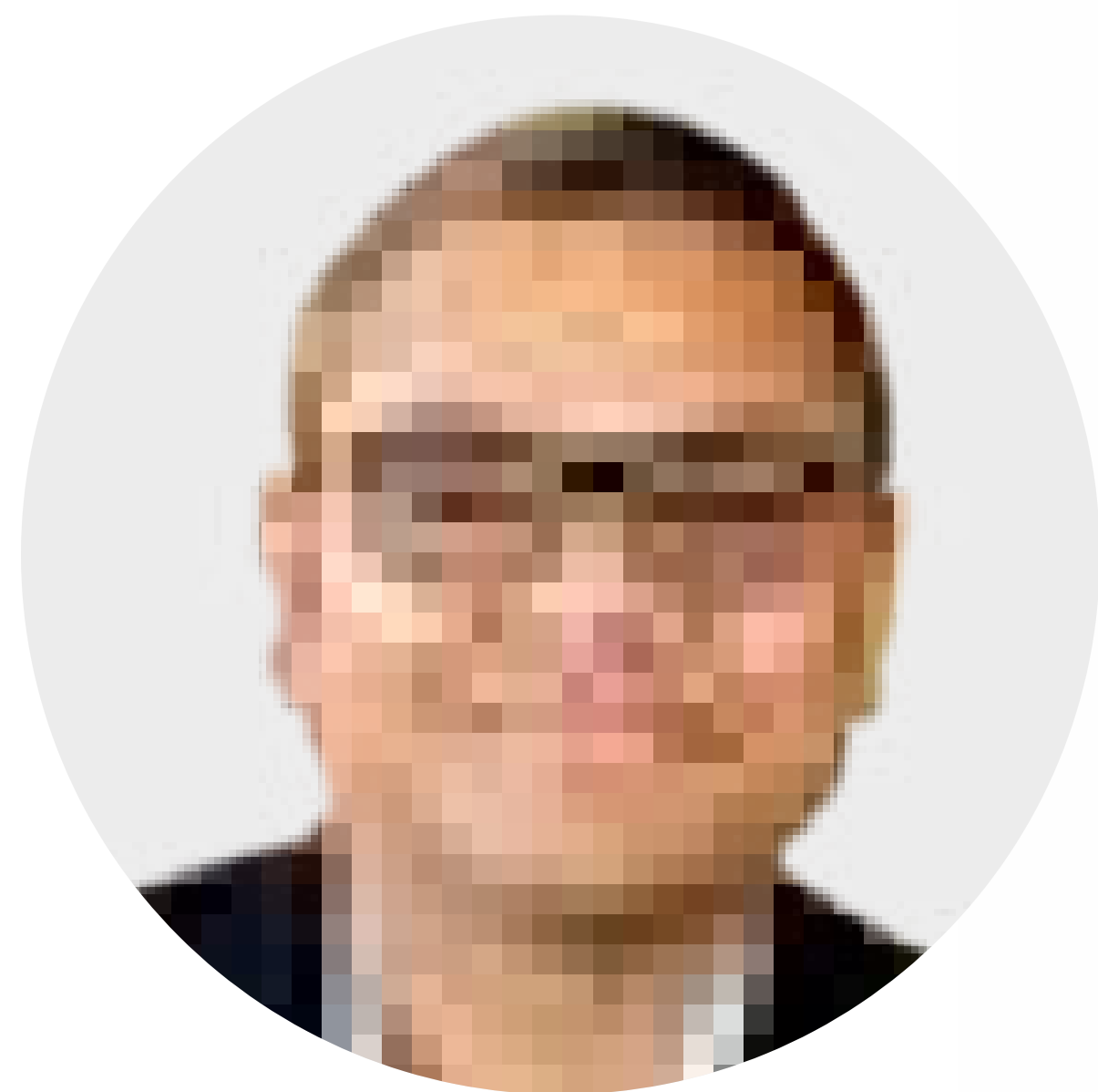
03

Proven methodologies time-tested with over 250 enterprise implementations



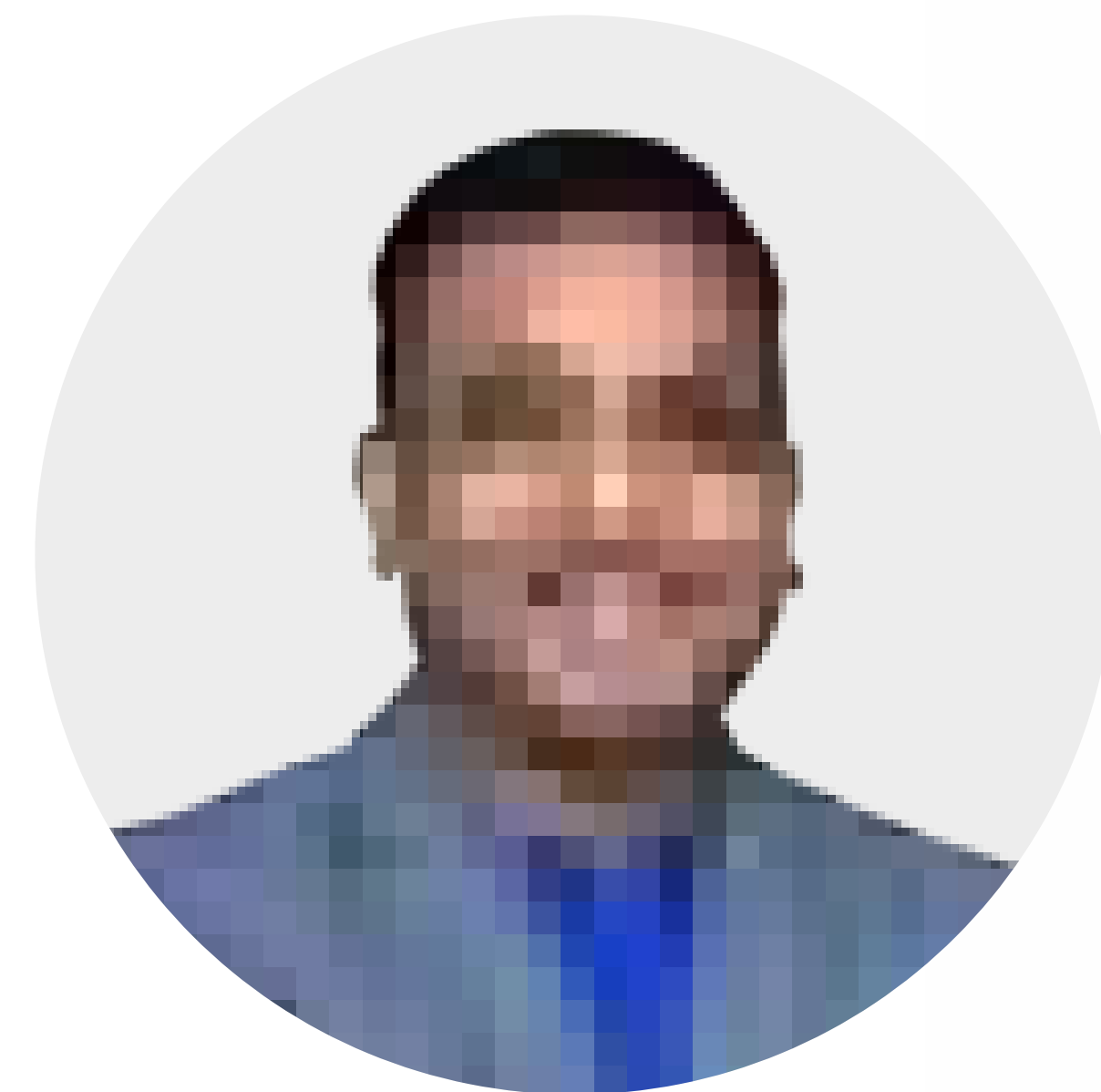
04

Successfully steering multiple change management & adoption programs



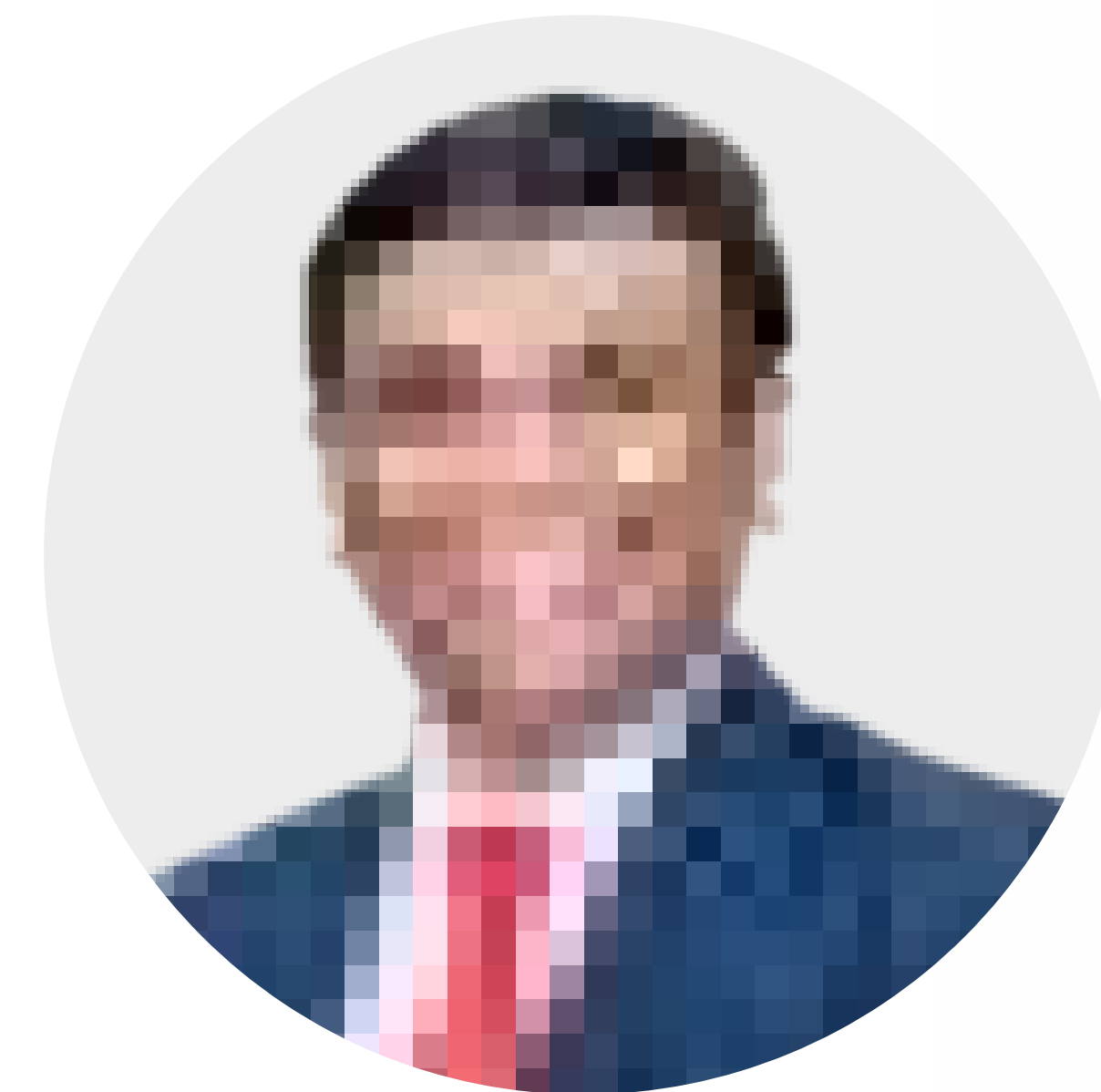
Sid Poddar

Practice Head –
Procurement Insights



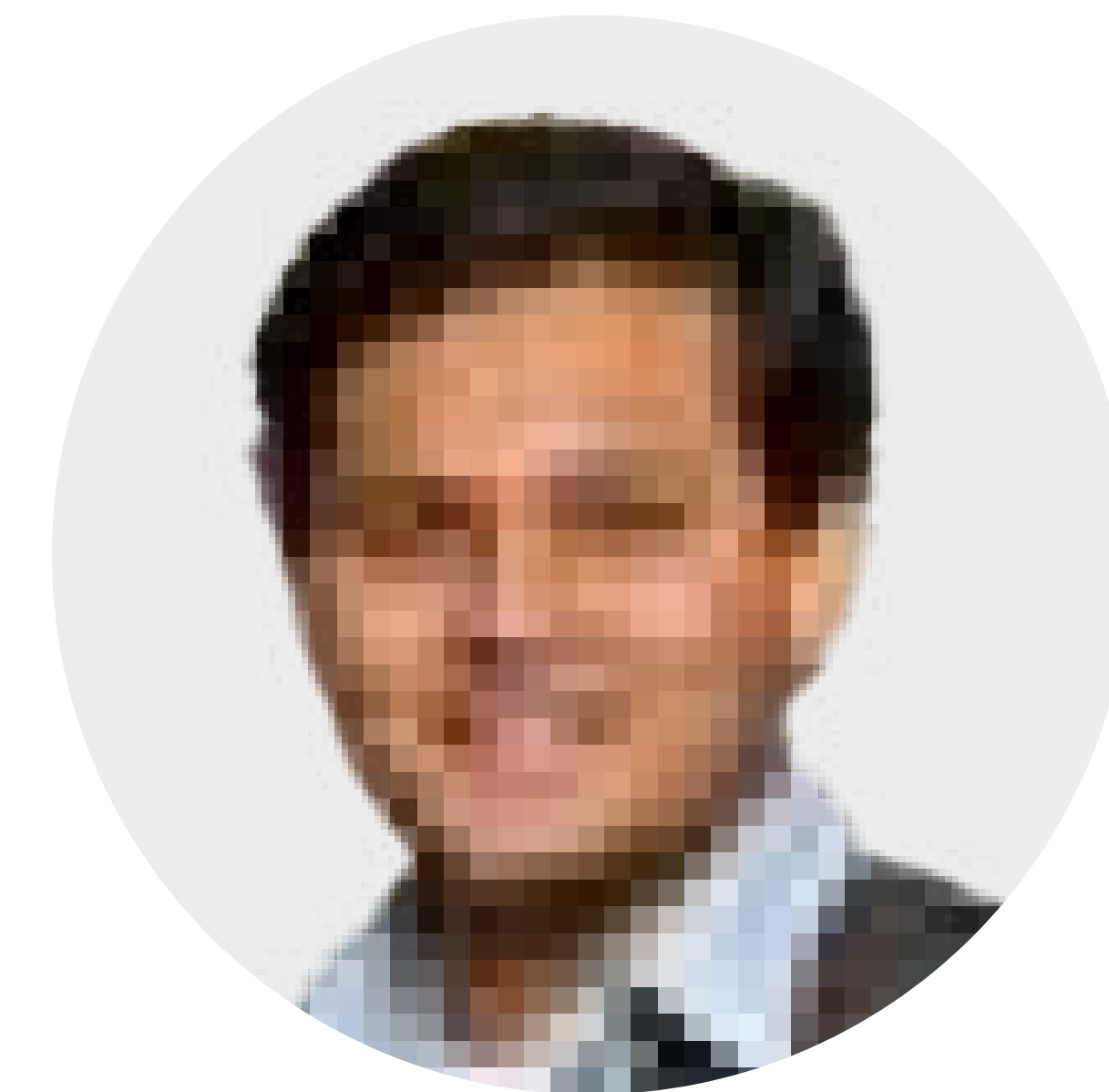
Chetan Alsisaria

Co-Founder & Director



Laxmi G

Chief Innovation Officer



**Mohana
Bhrugubanda**

Business Head –
North America

CONNECT WITH OUR EXPERTS



procurement-insights@polestarllp.com