

source to pay summit

2018

April 24th | Main Conference

April 23rd | drinks & dinner

7A Odenplan, Stockholm



www.source2pay-summit.com

Speakers



Stefano Dell'Orto
Head of Procurement
Performance

VATTENFALL



Emmanuel Buyse
Director, Head of
Category Management



Speakers



Jerker Gunnarsson
Vice President, Head
of Global Purchasing

Deutsche Post DHL
Group



Lucas Rulff
Senior Manager,
Digital Procurement



MAERSK



Lars J Andersson
Head of Procurement
automation and
analytics



MAERSK



Lotta Carlsson
Head of Sourcing
Process Management



Peter Ringström
Program Management
Office (PMO), Group
Sourcing



Expert Organizations



Theme Discussion Moderators



Luis Antonio
Sanchez Mosquera
Senior Project
Manager - Global
Solution Design -
Source to Pay



Jurgita Bergmann
Project Manager
Group Procurement
- Procurement
Development



Urban Hollström
Head of Procure
to Pay, Group
Procurement



Peter Ringström
Program
Management Office
(PMO), Group
Sourcing



Stefano Dell'Orto
Head of
Procurement
Performance



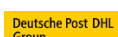
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Digital
Procurement



Jerker Gunnarsson
Vice President,
Head of Global
Purchasing



Emmanuel Buyse
Director, Head of
Category
Management



Lotta Carlsson
Head of Sourcing
Process
Management



"very professional
Good international
coverage-well done!
I think the dinner is
really good evening
before in order to
network" #SKF

Summit Overview

160 minutes quality
Theme Discussion time

340 minutes quality
Key Note & Focus
Session time

Bringing strategies to life

2018

Welcome to the 8th annual Source 2 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?

Ad to that a changing supplier landscape and increasingly global markets and you have the layout for this summit.

At Source to Pay Summit we don't give easy answers but offer quality ways of asking questions and exchange experiences.

Registration details

Dinner: April 23rd

Starting at 17:30 ending at 21:30

Main conference: April 24th

Starting with registration at 08:15 and ending at 17:00

Investment

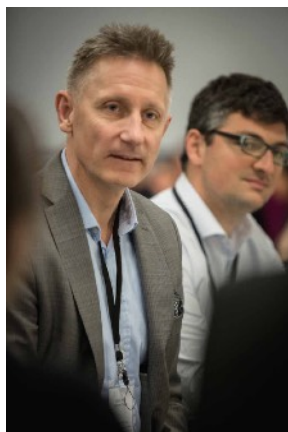
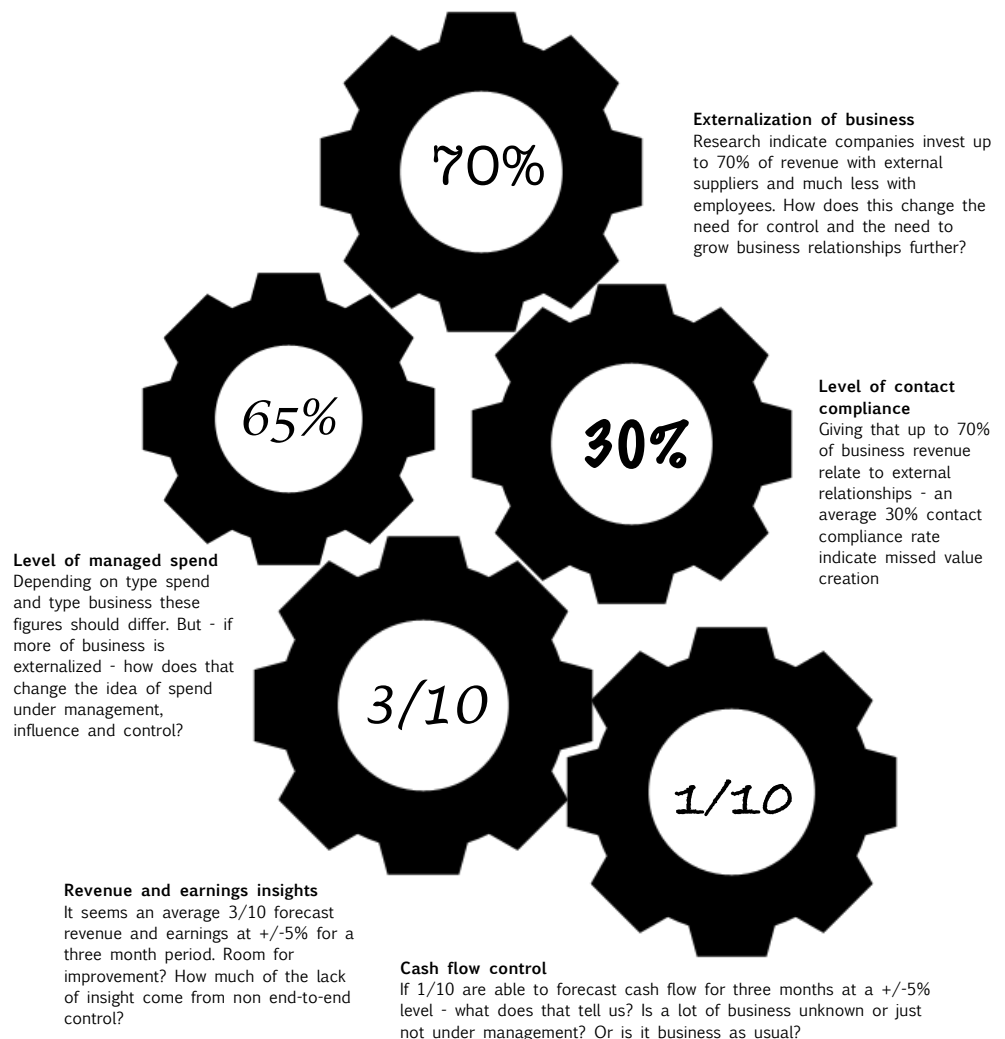
Practitioners invest 7 490 sek

Consultants/system providers

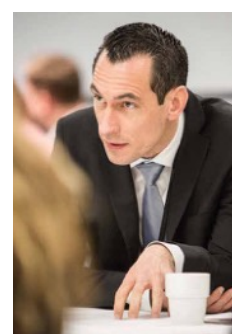
invest 10 950 sek

25% VAT added when applicable (not for non EU or EU companies)

Theme Discussions are chosen before hand and come at a first come first served basis. Choices can be changed at any time and will be noted on your name tag.



*"Flawless organisation!
Good mix of companies
and industries."
#DeLaval*



Expert Organizations

A warm welcome to Source to Pay Summit 2018 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.

GOLD SPONSOR



GEP helps global enterprises operate more efficiently and effectively, gain competitive advantage, boost profitability, and maximize business and shareholder value.

Fresh thinking, innovative products, unrivaled domain and subject expertise, and smart, passionate people – this is how GEP creates and delivers unified business solutions of unprecedented scale, power and effectiveness.

With 14 offices and operations centers in Europe, Asia and the Americas, GEP – based in Clark, New Jersey — helps enterprises worldwide realize their strategic, operational and financial objectives.

Recently named Best Supplier at the EPIC Procurement Excellence Awards, GEP is frequently honored as an innovator and leading provider of source-to-pay procurement software by top industry and technology analysts, such as Forrester, Gartner, Spend Matters, PayStream and Ardent Partners. GEP also earns top honors in consulting and managed services from the industry's leading research firms, professional associations and journals.

To learn more about our comprehensive range of strategic and managed services, please visit gep.com. For more about SMART by GEP, our cloud-native, unified source-to-pay platform, please visit smartbygep.com.



riskmethods provides award winning Supply Chain Risk Management solutions to address the entire lifecycle of identifying risk, assessing impact and enacting plans to prevent or mitigate risk.

Our approach combines innovative Big Data and Artificial intelligence capabilities with insightful risk intelligence to ensure that the right people have the right information at the right time. Over 100 businesses trust riskmethods to fuel their supply chain risk management programs. Armed with a digitized representation of the risk profile for their supply network, our customers are able to make better decisions and achieve first-mover advantage in the face of threats. This immediate visibility to emerging risk exposure helps clients assure supply, maintain compliance and protect their revenue and reputation

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OpusCapita

REAL-TIME VISIBILITY THROUGH EXTENDED PURCHASE TO PAY

OpusCapita helps organizations sell, buy and pay more effectively by providing them with extended purchase-to-pay and order-to-cash solutions. With 600 million transactions processed annually by over 8,000 customers across more than 100 countries, we have created a global ecosystem where buyers, suppliers, banks and other parties connect, transact and grow. Together with our customers, OpusCapita is transforming sales, procurement and financial processes for the digital age. In 2016, OpusCapita's net sales were EUR 240 million and employed 2,000 professionals. Founded in 1984, OpusCapita is headquartered in Helsinki, Finland. OpusCapita is a fully owned subsidiary of Posti Group Corporation. >>OpusCapita



About 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 Basware

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EcoVadis is the first collaborative platform providing sustainability ratings and performance improvement tools for global supply chains. Combining powerful technology and a global team of CSR experts, EcoVadis' easy-to-use CSR ratings and scorecards are used by procurement teams to monitor environmental, social and ethical risks across 150 purchasing categories and 110 countries. Over 175 industry leaders such as Telia Company, Nokia, SEB, Oriflame, Hempel, DNB, ING Bank, Kemira, Coca Cola European Partners, Nestle, Heineken, Johnson & Johnson, GSK, Salesforce and L'Oréal use EcoVadis to reduce risk, drive innovation and foster transparency and trust among over 35,000 trading partners. Learn more at Ecovadis, Twitter or LinkedIn.

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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.

See more and follow via Semantix

EXHIBITORS



About Palette

Palette Software offers solutions for management of financial processes from procurement to payment. The product suite PaletteArena connects and matches purchase orders, invoices and contracts, providing customers with an automated solution with significant, measurable cost savings and efficiency gains. Palette Software was founded in 1993 in Sweden and has sales offices in Europe and the United States and partners worldwide. Palette has over 3 500 customers in 50 countries.

For more information, please visit [Palette Software](http://PaletteSoftware.com)

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EBG | Network welcome all the great know how shared by our Expert Companies. Share by enabling a customer to share their story, host round table discussions and showcase your brand in the exhibition. Contact Lars for more details via lars@ebgnetwork.com or +46 73 350 03 43

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"A very well-organised, friendly and collaborative event. We made many new contacts that should lead to new business relationships for FISCAL"
#FISCAL.

"Excellent occasion to meet and discuss with peers in the S2P arena. Next time I would prioritize the evening event the day before to extend the time for meeting with more people. The day went by very fast! #IBX Business Network

Join us for drinks & dinner!

A perfect and informal way of kicking off great networking




ebg Procurement & Finance Outlook

A HOLISTIC APPROACH TO BUSINESS DEVELOPMENT

MEMBER GEP


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

Luis Antonio Sanchez Mosquera
Senior Project Manager -
Global Solution Design -
Source to Pay

January 24, 2018

Nestlé join Source 2 Pay Summit 2018
by ebgnetwork
For EBG | Network it is a treat welcoming a Nestlé to Source 2 Pay Summit who both talk the talk and walk the walk. It is becoming increasingly common to see large companies combine the need to control spend with the possibility to see that in a increased business need insight. Luis Antonio Sanchez Mosquera, [...] [View more](#)


END TO END TRANSFORMATION

Danske Bank join Source 2 Pay Summit 2018
A warm welcome to Danske Bank joining Source 2 Pay Summit 2018 April 24th in Stockholm! Jungla Bergmann, Project Manager, Group Procurement - Procurement Development at Danske Bank have for the past year been exploring and evaluating BPM, Cognitive computing, AI and other ways of digitalizing source to contract and purchase to pay [View more](#)

WELCOME GEP TO SOURCE 2 PAY SUMMIT 2018

* [...] [View more](#)

EBG | Webinar: What is augmented intelligence within the supply chain?
Transforming the supply chain process with augmented intelligence - a far stretch from the reality many organizations face today? Data is the heartbeat of business in the information age. Hence gathering and analyzing mass-unstructured data from different sources is increasingly important. Vast amounts of business-critical data reside in silos, is manually handled and reactively communicated. [...] [View more](#)

POST-SUMMIT REPORTS
What did we do, what did it look like and what did people think of it? Independent of if you joined us or not - welcome to view the Post-Summit Report following the seventh Source 2 Pay Summit and the first Sourcing Outlook in 2017. Contact us today if you want to see our part. [Click the images to download PDF](#)

2017


About organizer ebg | Network

The idea behind EBG | Network is as simple as it is a challenge. Gathering and sharing know how and best practice experiences from a sourcing, 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 two annual conferences 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!

ebgnetwork.com

Search for "EBG Play" and find numerous recordings of webinars and interviews.

Share Your know how!

EBG | Network do not act as consultants - rather we operate with a "two ears and one mouth" strategy. We want to share Your experiences and gather know how that can help solve Your challenges.

Contact us today!

"Fantastically organized with lots of opportunity to discuss relevant and interesting topics with a wide mix of moderators and attendees."
#AGA/Linde

Contact us today with any type questions!

anna@ebgnetwork.com +46 73 581 9302

lars@ebgnetwork.com +46 73 350 0343

>>Register here

Source 2 pay Summit 2018 | April 24th

08:15 Registration and coffee

08:45 Opening of Source 2 Pay Summit 2018

Key Note: Then: outsourcing and focus on compliance Now: operational excellence as hygiene factor and focus on procurement as expert advisors

Back in 2014 Jerker stood on the Source 2 Pay stage sharing current and upcoming strategies for procurement and finance on a global scale. Efficiency and cost improvement were on the agenda, centralisation and outsourcing part of the solution. With some 510,000 employees in over 220 countries one wonder – how did it go? What is the current status and what lies ahead?

Here to share that is – as in 2014 – Jerker Gunnarsson, Vice President, Head of Global Purchasing at Deutsche Post DHL. He will share how procurement stay relevant and how focus have changed the past years. If cost efficiency and cost reduction was the focus then, today the priority is to be faster, transparent and a better business partner. It is easy to say 5% cost reduction will not help save any business yet cost is still a high priority in most organisations. It is easy to say there is a need for change, the question is how do you do it.

- What has the maturity development from cost reduction to business advisor looked like since 2014?
- How can procurement be that trusted partner with retained level of oversight and insight?
- What are the lessons learned and what advice ahead can be shared?

Jerker Gunnarsson, Vice President, Head of Global Purchasing, Deutsche Post DHL **A few days prior to the summit you who have registered will be able to view the 2014 Key Note and then - on April 24th learn what happened since!*

What has happened since 2014? *



Deutsche Post DHL Group

Key Note: Finding the balance between all things digital and human behaviour

Many of you have heard of "Digital procurement at Maersk" and you may know they have won an innovation award. Here to share their experiences in what digital mean and how their ways or working have developed and are developing are Lucas Rulff, Senior Manager, Source-to-Contract and Lars J Andersson, Head of Procurement automation and analytics at A.P. Møller – Maersk Group. A.P. Møller – Maersk Group is an integrated transport and logistics company with 88 000 employees in 130 countries.

Two years ago the up (source to contract) and downstream (purchase to pay) teams were consolidated into one structure enabling end to end visibility. Recently robotic process automation (RPA) was set to automate purchase order requisitioning processes and "Holger" made an entrance.

As well as being called digital and pursuing RPA and other technologies – Maersk can share many experiences from a world of multiple ERP systems, resistance to change, challenges connecting the dots between business units and struggles being able to measure real outcome. In this session they will take you through their experiences, how their team are choosing to organise and what they believe will happen next within source to pay strategies, operations and governance.

- Digitalization now and ahead – what impact will technologies such as RPA/AI/machine learning have on end to end business efficiency and effect?
- Business alignment – how do you align large scale sourcing/procurement & finance strategies with business needs?
- Change management – how can you enable long term stakeholder adoption to new strategies and operations?

Lucas Rulff, Senior Manager, Digital Procurement & Lars J Johansson, Head of Procurement automation and analytics A.P. Møller – Maersk Group



MAERSK

Networking Break

Focus Sessions - Get inspired!

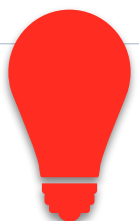
Focus sessions are parallel sessions where you can get an overview in specific areas. Choose a topic most suitable for you! Both speakers invite you to join their Theme Discussions after their presentations so you can ask all your questions!

Focus Session: Road to go live in one of the Nordics largest outsourcing agreements

What do you do if you have an unclear organisational future, are not sure what competences you will need and have a desire to stay flexible? In an industry changing rapidly and with a desire to create agility, Vattenfall chose to outsource a major part of their procurement, finance and IT operations. Known as one of the Nordics largest outsourcing deals of its kind – Stefano Dell'Orto, Head of Procurement Performance at Vattenfall is here to share the background, the RFP process and what lies ahead. Given that Vattenfall are outsourcing major parts of their source to contract, purchase to pay, order to cash, record to report and accounts payable operations we look forward to hear:

- Why did Vattenfall choose to outsource such a large scope?
- What has the process leading up to go live looked like?
- How is the governance structure set up in order to not lose sight of the desired outcome?

Stefano Dell'Orto, Head of Procurement Performance, Vattenfall



VATTENFALL

Theme Discussions | Session 1 - Share your experiences!

Choose a round table discussion before the Summit. Your choices will be noted on your name tag. Each round table 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.



What lies beyond end to end sourcing, procurement and finance compliance?

1

Being compliant, following set up processes, finding ways to reduce cost – and to visualise the progress – is a major priority and still a challenge for most to achieve. Technologies that most companies want to make use of are advancing as is the pressure to be informed, communicate and be proactive also within procurement and finance. Compare how theory and practise is aligned and discuss what the changing demands will mean to you.

- What skill-set will be needed within sourcing, procurement and finance?
- How can procurement measure value added beyond cost reduction?
- What does "be the expert" mean in your organisation and how do you communicate that expertise?



Jerker Gunnarsson, Vice President, Head of Global Purchasing at Deutsche Post DHL

Deutsche Post DHL Group

How can you decide what's best – keep in-house or outsource?

3

With their source to contract, purchase to pay, order to cash, record to report and accounts payable operations outsourcing strategy, Vattenfall can share extensive pre-study know how. Deciding to outsource building the business case, deciding on the scope, understanding how to calculate cost and value add, decide a new organisational structure and learning how to become a "beställarorganisation" (på engelska vadå?!). Compare your strategies!

- What are the main lessons going from idea, through RFP to going live?
- In what ways are Vattenfall managing stakeholder expectations?
- How are Vattenfall setting up a governance structure ensuring insight?



Stefano Dell'Orto, Head of Procurement Performance, Vattenfall

VATTENFALL



"I am very content. I had many great insights and not the least many good contacts. I had stopped going to conferences as I thought they did not deliver, but this felt like well spent time." #SCA

Benchmark your degree of end to end spend control

5

Complex procurement with limited spend visibility, thousands of employees and a scattered ERP and systems landscape across multiple countries. Most realise the benefits of a higher degree of managed spend yet the challenges are many. Here you can benchmark your insights and discuss ways to overcome commonly known obstacles.

- What is the top three challenges increasing end to end spend control?
- In what ways do you connect source to contract and purchase to pay operations?
- How do you incorporate disruptive technologies such as robotics process automation and machine learning into your current and future strategies?



Martin Casser Dahl, Director, P2P Presales and Consulting, OpusCapita

OpusCapita

Turning code of conduct into active and alive ways of working

2

Several research studies, EcoVadis own annual global index and webinars done with EBC Network highlight the challenges most companies face turning passive clauses in contracts into active ways of ensuring sustainable ways of doing business. You may do occasional audits (as do 61% during a recent webinar), possibly set performance targets (as do 9%) and hopefully collaborate on improvement plans (as do 39%). Here you can discuss why it is so hard to assess beyond tier 1 suppliers and how you can consider making your CSR and sustainability clauses more alive.

- What are the most common challenges large companies face beyond contract clauses?
- How can you evaluate and collaborate with more than just a few tier 1 suppliers?
- In what ways can you turn silo understanding into strategic decision making insights across the business?



Nico Sagel, Account Executive Benelux & Nordics, EcoVadis

ecoVadis
SUPPLIER SUSTAINABILITY RATINGS

Connecting the dots and increasing insights being digital

4

Following their key note you can here sit down and discuss experiences with Maersk. Considering the digitisation road Maersk have chosen – how does your organisation compare? Take the chance to compare notes on the common goal of creating oversight and insight into what is often decentralised organisations with lots of different systems and old habits. Is new technology the solution?

- What will RPA mean for end to end procurement efficiency and effect?
- How is bringing together up and downstream source to pay processes changing insights?
- What does "digital" mean in your organization?



Lucas Rulff, Senior Manager, Digital Procurement & Lars J Johansson, Head of Procurement automation and analytics A.P. Moller – Maersk Group

MAERSK

New technology impact on source to pay efficiency success

6

Few have missed the hype technologies such as RPA (robotic process automation), AI (artificial intelligence), blockchain and machine learning have right now. We are seeing practical examples of these technologies being used and so the question arise - what does this mean for existing source to pay systems? Is discussing on premises or cloud options a given today? Here you can bounce questions within the group about how to ensure you get the results desired with suitable effort and technology.

- What impact does new technology have on source to pay system development?
- Can new technology fix broken processes or what can you do about it?
- What do you want to achieve and what are the ways available?



Herman von Greiff, Country Manager, Basware

basware

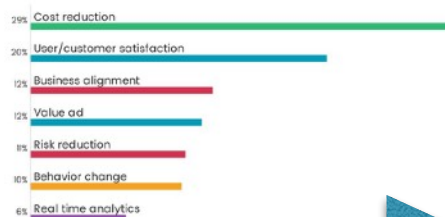


"Very well organized. Topics very relevant. Very good possibilities of interactions among participants." #vestas Wind Systems

How in control over your spend are you?



What drives your S2P strategies?



[»Register here and secure your seat](#)

Theme Discussions | Session 2 - Learn from each other!

Choose a round table discussion before the Summit. Your choices will be noted on your name tag. Each round table 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.



Networking Lunch

Focus Sessions - Get inspired!

Focus sessions are parallel sessions where you can get an overview in specific areas. Choose a topic most suitable for you! Both speakers invite you to join their Theme Discussions after their presentations so you can ask all your questions!



Focus Session: Category management as a key enabler towards ISS' strategy

ISS count about 500 000 employees, operate in 74 countries and book revenues of approximately 80 bnDKK annually. In 2013, ISS launched a significant transformation initiative within the supply chain and procurement area, targeting demonstrable P&L impact and world-class end-customer experiences via ensuring a fit-for-purpose blueprint, enhancing talent levels, strengthening the function's infrastructure, and ... robust category management. At a truly global enterprise featuring a lean corporate center, tight integration across country procurement teams, technology-backed supplier management, the financial prowess to architect mutually beneficial commercial deals, and a healthy focus on supplier-enabled innovation are alpha and omega. Here to share his experiences is Emmanuel Buyse, Group Category Management Director at ISS A/S. He will notably zoom in on:

- Strategy fulfilment – positioning supply chain and procurement as a main strategic enabler
- Handling the group vs. country dynamics – knitting a tightly integrated procurement community across borders
- Living up to commercial commitments – driving supplier spend compliance, supported by technology
- Innovation – moving from “talk” to “action”

Emmanuel Buyse, Director, Head of Category Management at ISS A/S



Theme Discussions | Session 3 - Discuss strategies and tactics!

Choose a round table discussion before the Summit. Your choices will be noted on your name tag. Each round table 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.



Creating a global roadmap towards E2E optimization while fueling company growth

1

Nestlé have been changing the way they manage procurement and the Source to Pay end to end (E2E) in a cross functional initiative enabling “fuel for growth”. From organizational transformation, process optimization to technology upgrade, all under a clear vision set for 2020. Here you can learn about the essence in their projects and benchmark status quo in the peer group.

- What does organizational transformation, process optimization and technology upgrade of Source to Pay mean under the current context?
- What are the lessons learned from a global deployment of all the changes in the E2E flow?
- How is a demand focused organization supported and educated?
- In what ways is the E2E road map being governed?

Luis Antonio Sanchez Mosquera, Senior Project Manager – Global Solution Design – Source to Pay, Nestlé S.A.



Road map towards step by step digitalisation from source to pay

2

Within procurement, deciding how to digitalise and automate have been and are key strategies at Danske Bank. Systems are being outdated and a lot of manual work still is present. The aim is to create a digital supply chain – connecting end to end processes, enabling cloud based systems, developing vendor and contract management, ensuring contract usage and an overall improved way of using procurement intelligence across the organisation. During 2018 Danske Bank will execute on a digital strategy and have evaluated RPA, Cognitive computing, AI and much more – during this session you can contribute to their evaluation of the road to digitalisation.

- Why digitalisation is needed within Procurement and what is market's maturity.
- What are the end goals with a digitalisation strategy and what are the right sequence of steps?
- What are the best practices implementing digital strategy?
- What will be secondary benefits realised after implementing digital strategy within Procurement



Jurgita Bergmann, Project Manager Group Procurement – Procurement Development, Danske Bank



Spend Control a compliance matter?

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.

- Who is in charge? Governance vs line responsibilities
- Why is it crucial to have top management buy in?
- Systems, processes and infrastructure
- Why is it so hard to measure results?

Lotta Carlsson, Head of Sourcing Process Management & Peter Ringström , Program Management Office, Group Sourcing, Ericsson



3

Benchmark: What is supplier enabled innovation to you?

We hear it more and more and it makes sense – to increase collaboration with suppliers – end to end – and so enable them to bring innovation to your company. ISS is facing increased demands from their customers to drive innovation, to work on supplier relationships and to deliver operational excellence. How do you do that? Share your thoughts on an increasingly important topic:

- What does supplier enabled innovation mean to you?
- How can you ensure supplier innovations get an impact?
- What success factors are needed from a company to be able to ensure end to end collaboration?



Emmanuel Buyse, Director, Head of Category Management at ISS A/S

4

Benchmark: How are you structuring Source to Pay; front, middle and back office?

Many procurement organizations are moving towards a model of specialized front, middle and back of office set-ups. Front office perform company strategic and business value adding tasks in close cooperation with business (such as business planning, category and risk management). Middle office focus on repetitive tasks that can be place elsewhere (such as contract and supplier enablement/reporting) and the back office drives efficiencies (such as PO and invoice processing, supplier help desk). Compare how you choose to organize in order to achieve best possible effect.

- How have you chosen to divide your end to end processes?
- In what ways do you ensure business satisfaction?
- How are you continuously improving your end to end strategies?



Urban Hollström, Head of Procure To Pay, SEB

5

Widening risk assessments from mainly tier 1 and financial health

Finding financial data and creating risk assessments based on that among tier 1 suppliers is the most common way of working. Considering that large organisations have thousands of suppliers and possibly logistic hubs, sub-suppliers, own plants and more – it is easy to understand that many lack a full picture over the risks affecting their business. Add to that natural hazards, geo-political aspects, man-made disasters – how can you predict a wider risk scope? Discuss your challenges here.

- How far does tier 1 and financial health get you on a risk assessment scale?
- What are the most common preconceptions when it comes to what risk data is possible to manage?
- In what ways can you incorporate multiple risk data into your decision making process?



Dugan Trevathan, Key Account Manager EMEA

6

NOTE:

THERE IS A MAXIMUM NUMBER OF SEATS AT EACH THEME DISCUSSION. EACH DISCUSSION IS HELD TWICE. LOOK AT YOUR NAME TAG FOR YOUR CHOICES.

Theme Discussions | Session 4 - Compare road maps ahead!

Choose a round table discussion before the Summit. Your choices will be noted on your name tag. Each round table 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!



Afternoon break

Key Note: The Road to spend control through infrastructure consolidation and process compliance

Ericsson has been running a major P2P change program for the last two years and as result of that, they are taking the next step in their transformation journey and now in full speed restructuring the Call-Off landscape. The need of staying local and close to the customer is vital but cost, call-off 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 achieve spend control with help of the infrastructure?
- Why is compliance of essence?
- How do you drive a companywide restructuring project that affects all units and employees in the company?
- Hidden costs, what are they and how do you detect them and eliminate them?

Lotta Carlsson, Head of Sourcing Process Management & Peter Ringström , Program Management Office, Group Sourcing, Ericsson

**A few days prior to the summit you who have registered will be able to view the 2016 Key Note and then - on April 24th learn what happened since!*



What has happened since 2016? *

17:00

End of Source 2 Pay Summit 2018