

March 18th | drinks & dinner reception

March 19th | Main Conference

Hotel Birger Jarl, Stockholm

source 2 pay summit

2020

Join us for drinks and
dinner on March 18th at
no cost enabled by
TRADESHIFT



source2pay-summit.com

Speakers & Moderators include



FINNAIR



NOVARTIS



VATTENFALL



Booking.com



Husqvarna Group



Husqvarna Group



storaenso



UPM



CARGOTEC



CARGOTEC



equinor



The Hackett Group
(World-Class Distributor and Enabler)

Expert Organizations

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Simplify Operations. Speed Smarter.

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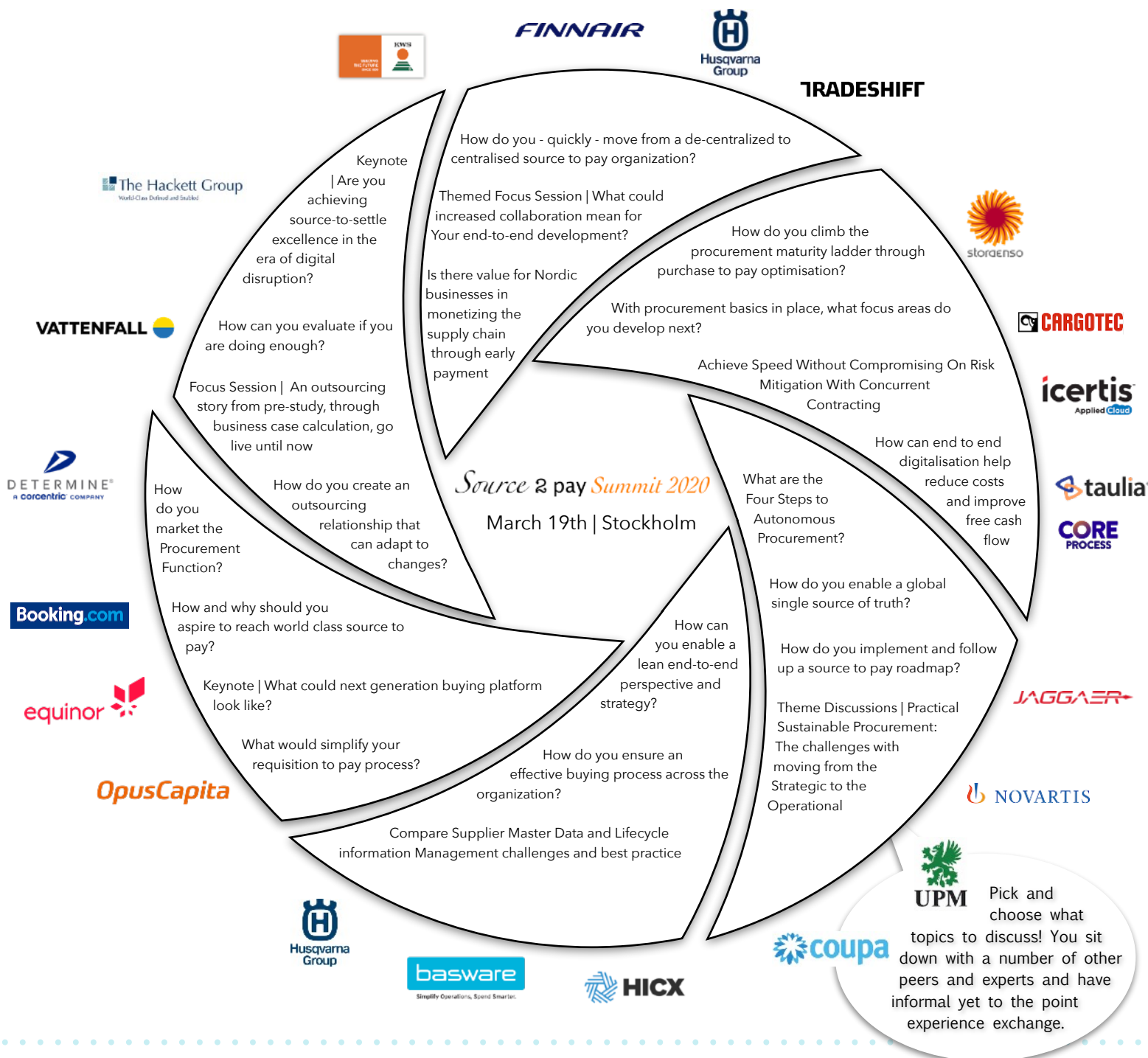
GEP

BUREAU VAN DIJK
a treasury management company

Organizer:

e|b|g | Network

10th
annual



Join us for drinks & dinner at no cost!

Informal and tasty - we hope you want to join us the evening before the main conference.

Reservation need to be done (you do it after registration via the same link you choose Theme Discussions). Free cancellation of dinner until three days prior to the summit.

Thank you to Tradeshift who are sponsoring the drinks & dinner event!

TRADESHIFT

Register here!





Great things happen when perspectives meet! At Source 2 Pay Summit they do.

OPERATIONAL EFFICIENCY WITH PROVEN STRATEGIC EFFECT

"Very well arranged as always with a lot of good discussions, sessions and networking opportunities!" #IKEA

This was the best summit I have attended in a very long time!! Highly relevant, good speakers and good discussions around the tables. #DFØ

Excellent day. I am full of inspiration and ideas from other companies. #Siemens

Very good!! Lots of good conversations, topics and also important the right participants i. e. good representation of well known exciting companies #Husqvarna

This is the 4th Summit we attend. We have always been satisfied with the lay-out of the conference. The mix of Keynotes, Roundtable discussions and breaks for mingling. The fact that the conference/Summit is quite intimate adds to the value. #Statkraft

It was very good, I have enjoyed it and had possibility to fulfil the main goal of my participation - networking and sharing experience. All was well organized, a lot of freedom and taking care about participants #Lantmannen

EBG | Network summits have limited seats for a maximum of 130 attendees to enable as many as is possible to exchange experiences during the day!

EBG | Network always focus a lot on change management skills and practical advice. Would you manage spending 20% of the time planning and 80% following up? "Impossible" many say... How do You ensure you succeed with your strategies?

1

STRATEGY

Create a future proof strategy - then - how do you...

2

OPERATIONS

..operationalize that strategy making it come true? And how..

3

GOVERNANCE

do you govern and develop the strategy and operations over time?

source2pay-summit.com | 5 990 sek to join until March 7th



KEYNOTES & PANEL SESSIONS

For all presentations in the plenum hall



FOCUS SESSIONS

Parallell presentations where you choose what topic best fit you



THEME DISCUSSIONS

Round table discussions enabling You to learn from peers and experts



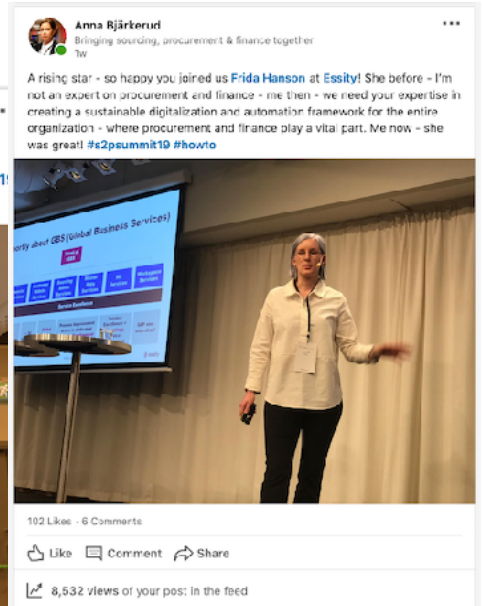
You create Your own day based on Your challenges and the opportunities Your organization want to develop

Who join Source 2 Pay Summit?

>>Download the [2019 Post Summit Report for an overview!](#)

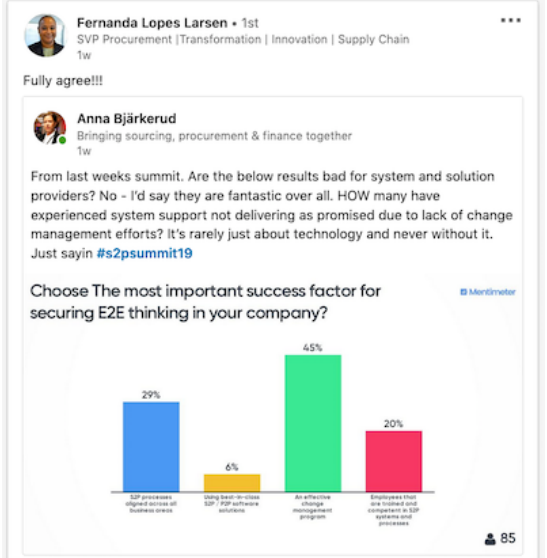
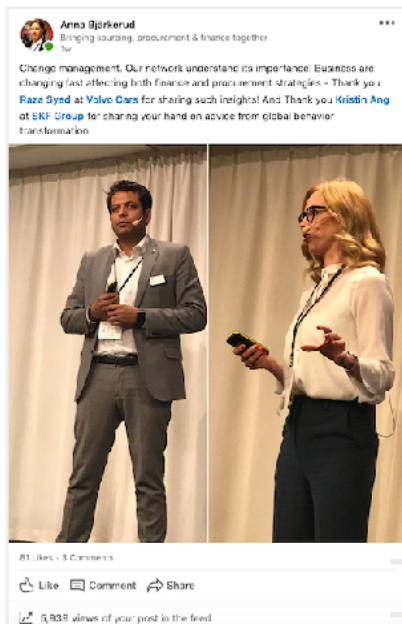
WE HOPE TO SEE YOU IN 2020!

Below some notes from 2019, EBG | Network never do repeat event so we look forward to new experiences in 2020



"Great event. Even better than expected."
#LKAB

Area experts and sourcing, procurement and finance peers share informal yet to the point experiences!



"Great platform. Well organized and good ideas were shared"

"Really good mix of interesting items/presentations/theme discussions"

#Volvo Car Group

AGENDA OVERVIEW

March 19th 2020 - Program Overview	
Time	
08:00	Registration
08:30	Kick off of the summit
08:45	Keynote Are you achieving source-to-settle excellence in the era of digital disruption? Mélani Flores Practice Leader, Procurement Advisory EMEA The Hackett Group
09:25	Keynote What could the next generation buying platform look like? Asbjørn Isachsen Leader Supply chain management Equinor enabled by OpusCapita
10:00	Networking coffee break
10:30	Theme Discussions Session 1 Round table discussions enabling peer to peer and expert organization know how exchange. Each session have limited seats. If a table is full - try it next time or choose another great session! <i>Choose between all available - parallel - sessions (your pre made choices are typed on your name tag)</i>
11:10	Transition to Theme Discussions Session 2
11:15	Theme Discussions Session 2 (same topics as during Session 1) Round table discussions enabling peer to peer and expert organization know how exchange. Each session have limited seats. If a table is full - try it next time or choose another great session! <i>Choose between all available - parallel - sessions (your pre made choices are typed on your name tag)</i>
12:00	Networking lunch
13:00	Focus Session An outsourcing story from pre-study, through business case calculation, go live until now Paul Derogee Head of Procurement Performance Vattenfall
13:30	Transition to Theme Discussions Session 3
13:40	Theme Discussions Session 3 Round table discussions enabling peer to peer and expert organization know how exchange. Each session have limited seats. If a table is full - try it next time or choose another great session! <i>Choose between all available - parallel - sessions (your pre made choices are typed on your name tag)</i>
14:20	Transition to Theme Discussions Session 4
14:25	Theme Discussions Session 4 (same topics as during Session 3) Round table discussions enabling peer to peer and expert organization know how exchange. Each session have limited seats. If a table is full - try it next time or choose another great session! <i>Choose between all available - parallel - sessions (your pre made choices are typed on your name tag)</i>
15:10	Networking coffee break
15:40	Themed Focus Session What could increased collaboration mean for Your end-to-end development? Antti Koski Development Manager, Source-to-Pay Finnair & Helena Liliefelt Accounts Payable & Receivable manager Husqvarna Group
16:20	Panel What is world class source to pay, how do you centralize and digitize without losing speed and how do you enable One truth? Alexandre Tschann P2P Manager Booking.com, Maik Mueller Head of Global Transaction Center Procurement & IT KWS Group & Iulia Stanciu Global Digital Manager, Procure-to-Pay Novartis
	Summary
17:15	The Summit Ends
	Drinks reception courtes of EBG Network if you can and want to!

Source 2 pay Summit 2020

program updated continuously see latest version at source2pay-summit.com

08:00 Registration & coffee

08:30 Kick off of the summit

Excellence in an era of digital disruption

Keynote | Are you achieving source-to-settle excellence in the era of digital disruption?

In the digital economy companies need to reinvent themselves to keep up with the pace of change. Successfully adding new value streams is paramount, while enabling a great user experience for the business at a high efficiency rates end-to-end. Core and smart automation, analytics, internal stakeholder management, refined operating models and upgraded core processes are all capabilities required to become a leaner and more agile, responsive and value added business partner.

In this session, The Hackett Group will share some of the latest results from their studies on how companies are transforming and shaping their 2020 agendas, allowing you to compare priorities and progress.

Mélani Flores | Practice Leader, Procurement Advisory EMEA | The Hackett Group



The Hackett Group
World Class Defined and Enabled

Next generation buying platform

Keynote | What could the next generation buying platform look like?

What is digitalization to you? What are your aspirations if you manage to get quality data, process compliance and an oversight into what your buying patterns look like, end to end? What would you do if you wanted to open up complex categories to an extended supplier network enabling more to provide the best possible products and services? If you aim was correct high quality orders, eliminated leakage and maverick spend and carbon friendly choices enabled? Where compliance to safety regulations need to be assured!

You might want to create a One Stop Shop. An Alibaba like marketplace and Amazon like buying experience with end to end visibility and control.

Equinor is creating a One Stop Shop. And not only for your typical low risk, low value supplies - what will be enabled is complex categories where failure is not an option. Where an oil rig might be taken out of production if the supplies are not accurate.

Transforming what used to be a frustrating process with many clicks and numerous sources for thousands of buyers. Creating a platform enabling buyer self-service, increased contract usage, reduced number of requisitions touched manually and not the least - a way for an increased supplier market respond to company needs. Why and how are they achieving this? Let's find out!

- Why did Equinor decide to create a One Stop Shop?
- What were the challenges that needed to be solved?
- How has and will the buying experience be changed?
- Which effect will the requisitioning platform have on end to end visibility and control?
- What has been achieved so far, what are the lessons learned and what will happen next?

Asbjørn Isachsen | Leader Supply chain management | Equinor

enabled by **OpusCapita**



equinor

NETWORKING BREAK

Theme Discussions | Session 1

What if you could sit down with peers and experts and have real experience exchange? Here you can. Each discussion have a maximum number of seats available, you will be able to secure a seat before the summit. If You give You will get back - imagine what know how you can go home with! **Each discussion run twice. The below are companies you will be able to discuss with during Session 1 & 2:**

Simplify high maintenance req to pay processes

What would simplify your high maintenance requisition to pay process?

Continue discussing the One Stop Shop Equinor is creating and what simplifying complex category buying sources would mean to your organization. Learn more about the resources used and what the collaboration between stakeholders and technology provider has been like. Make sure to ask all your questions and compare with the peer group!

- How does your as-is buying structure compare with Equinor and what are the main challenges?
- Is a One Stop Shop something for all to consider?
- What role does data accuracy have to ensure success?
- Learn from extended insights into the lessons learned during the project to date!

Asbjørn Isachsen | Leader Supply chain management | Equinor & Martin Casser Dahl | Director, P2P Presales and Consulting | OpusCapita



equinor OpusCapita



Optimize organization wide buying processes

How do you ensure an effective buying process across the organization?

In today's changing business environment, Strategic procurement requires more and more predictive measures. In order to achieve your strategic goals you need to have the basics in place. Discuss what that basics are to you and how you hope to become more predictive.

- What are basics in source to pay today?
- How do you define an effective buying process?
- What is stopping you from reaching the full potential?
- How can you take further predictive measures?

Tuula Tuononen | Head of PreSales Nordics and APAC | Basware



basware

Perfect supplier data and lifecycle information management

Supplier Master Data and Lifecycle Information Management Challenges and Best Practice

Gartner predicts that by 2022 90% of corporations will explicitly mention data as a critical competitive asset. But achieving great data is a headache for most organizations. Many tactics have been deployed to fix the problem but most fail to produce effective remedies. Discuss the most common challenges in managing supplier data and share your thoughts on best practices with the group.

- How would you describe the supplier data quality in your organization?
- How effective is the ERP in managing master data?
- What is the optimal future state in regards to supplier data management?
- What does best practice supplier on-boarding look like?

Ragnar Lorentzen | Chief Commercial Officer | HICX



HICX

Register here!

Practical Sustainable Procurement: The challenges with moving from the Strategic to the Operational

Many companies now have board-level initiatives to improve sustainability practices across the company. In Supply Chain, Strategic Sourcing and Procurement, this represents a major challenge to the status quo. In this roundtable we will discuss the challenges of linking strategic goals all the way down to where things become real: in operational sourcing and procurement.

- How can companies combine their sustainability goals into their strategic sourcing processes?
- What role does technology, people and process play in the success of reaching sustainability goals?
- How can you ensure all employees are compliant within the sustainability guidelines?

John Callan, Senior Director Product & Segment Marketing EMEA



coupa

Monetizing the supply chain through early payments

Is there value for Nordic businesses in monetizing the supply chain through early payment solutions?

Lack of access to cash isn't the only issue. Sometimes suppliers are squeezed from buyers that want to extend payment terms for their own cash flow needs. How many of you believe your suppliers have cash flow challenges?

What are the results for you as a buying company? Your suppliers could look just fine from the outside. (They fill your POs each month, so they must be OK, right? Discuss:

- What are the average payment terms to suppliers in your industry?
- How does your organization feel about extending DPO (Days Payable Outstanding)?
- In what ways can supplier risk premium be lowered with flexible payments?
- How many are working with digital transformation initiative that requires collaboration with your suppliers?

Stig Landström | Regional Account Executive Nordics | Tradeshift



TRADESHIFT

Four Steps to Autonomous Procurement

What are the Four Steps to Autonomous Procurement?

The road to digital transformation is one of the hottest talking points in modern procurement. With four major phases of the autonomy journey, it's key to understand where you stand, where you're headed, and what's next. Build a path to full autonomy for your procurement team and keep you ahead of the competition, bringing incredible value to your organization. Learn and discuss:

- An overview of the four steps to autonomous procurement (and what autonomous procurement mean)
- How will procurement as an end-to-end process develop over the next 10 years?
- Benchmark targets along the way: what are good processes, automation levels, compliance rates, data transparency goals etc?
- What timeframe should you have - how many years ahead do you need to plan for in order to succeed?

Francesco Colavita | Head of Operations and Professional Services | Jaggaer



JAGGAER

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 supply chain solutions of unprecedented scale, power and effectiveness.

With 21 offices and operations centers in Europe, Asia and the Americas, Clark, New Jersey-based GEP helps enterprises worldwide realize their strategic, operational and financial objectives. To learn more about our comprehensive range of services and software, please visit www.gep.com.

GEP

"Very interesting topics, lots of experience sharing and new knowledge and know how was brought home" #Telenor

Achieve Speed Without Compromising On Risk Mitigation With Concurrent Contracting

Learn how leading procurement organizations are using concurrent contracting to meet these goals. Concurrent contracting is an emerging best practice that introduces contract language at the beginning of the sourcing process to avoid downstream delays after a supplier is chosen.

Enabled through cutting edge contract management technology, concurrent contracting creates business value by reducing risk, streamlining workflows and speeding up contract cycles. Guided by these trust and visibility objectives, we will discuss:

- What is concurrent contracting and how is it affecting procurement organizations?
- How is Contract Lifecycle Management technology delivering cost savings and accelerating procurement cycle processes?
- How can sourcing organizations minimize procurement risks in an increasingly complex, global business environment?

Per Walander | Director Enterprise Sales | Icertis



icertis
Applied Cloud

Reducing cost and improving free cash flow

How can end to end digitalization help reduce costs and improve free cash flow

Traditionally companies finance and treasury departments have focused on reducing cycle times and days payable outstanding. Using suppliers to finance company short term investments with increased payment terms as a result with bank run programs. Digitalization however is opening up much more productive ways of collaborating with suppliers and allocating a more sustainable cash flow. Here you will learn about how procurement and finance together are finding ways to collaborate with suppliers in ways that both reduce costs and improve free cash flow.

- What does dynamic discounting and supply chain finance mean from a procurement versus finance perspective?
- How digitized do companies need to be in order to fully benefit from supply chain financing and dynamic discounting?
- What are the main challenges companies face when deciding to optimise cash through collaboration with suppliers?

Sebastian Chilvers | European Sales Director | Taulia Inc. & Lars Beckman | Managing Director Partner | CORE Process



taulia



CORE PROCESS

How to communicate procurement internally and externally

How do you market the Procurement Function?

Today more and more is asked to the Procurement Organisations. There is a deep transformation happening across industries from the old Cost Killing (price -lead time- quality) model to a value creation model.

In a nutshell, Chief Procurement Officers are becoming Chief Value Officers. How do we innovate to market internally and toward suppliers the Purchasing Performance to accompany the transformation of the function?

- How to communicate/market procurement performance internally / externally beyond savings and costs-cuttings?
- How to connect Procurement Performance and corporate performance KPIs?
- What are/should the KPIs associated with the new Procurement value model?
- How to measure Procurement performance and what are & should be the related KPI's?
- How to leverage Source-to-Pay technologies to measure, improve and communicate Procurement performance?

Philippe de Grossouvre | EMEA Northern Europe Business Development Director | Determine, a Corcentric company



DETERMINE
A CORCENTRIC COMPANY

"It was great to see how P2P is creating so much competitiveness and how there are companies that can already present the results from their journeys along with the impact on profit. It was also interesting to see how they continue to plan to improve their future performance even more"

Theme Discussions | Session 2 - Same discussions available as during Session 1

What if you could sit down with peers and experts and have real experience exchange? Here you can. Each discussion have a maximum number of seats available, you will be able to secure a seat before the summit. If You give You will get back - imagine what know how you can go home with! **Each discussion run twice.**



Focus Session | An outsourcing story from pre-study, through business case calculation, go live until now

Vattenfall decided to outsource source to contract, purchase to pay, order to cash, record to report and accounts payable operations in 2017. A thorough plan was created with implementation steps and phases. Processes have been mapped and responsibilities split in order to maintain control and to focus on core capabilities. Go live was planned for beginning of 2019 combined with a system implementation but due to a delay in that implementation, Vattenfall has initiated as-is transition of activities based on current systems and processes. **Draw from the pre-study made - when should you outsource, what should you outsource and how do you calculate the business case? Draw from the go live-phase - how do you ensure strategies develop as planned - how do you communicate with stakeholders and how do you adapt to changes? Learn from the governance experiences to date and how well the original strategies are still intact.**

- Why did Vattenfall decide to outsource and how has the strategy and scope changed?
- How do you decide what to outsource and what to see as business critical?
- How do you adapt when system implementation don't go as planned and technologies evolve?
- What has happened with tasks and responsibilities in Vattenfall due to outsourcing?
- How do you set up KPI's and measure performance (both by the BPO provider and internal stakeholder compliance)?

Paul Derogee | Head of Procurement Performance | Vattenfall



VATTENFALL

Theme Discussions | Session 3

Welcome to a second set up of round table discussions! Each discussion have a maximum number of seats available, you will be able to secure a seat before the summit. If You give You will get back - imagine what know how you can go home with! **Each discussion run twice. The below are companies you will be able to discuss with during Session 1 & 2:**

Improve procurement maturity ladder through purchase to pay

Benchmark | How do you climb the procurement maturity ladder through purchase to pay optimisation?

Stora Enso is monitoring their procurement maturity scale and act in order to climb the maturity ladder. In the past years Stora Enso, with a de-centralized organization, has developed the category management structure, sourcing practices, data harmonisation and a service center plan. They also work to improve their purchase to pay processes through process mapping, data harmonisation, robotic process automation (RPA) projects and ways to overcome a scattered system landscape. Discuss lessons learned and compare with your organization.

- How are you taking control over your purchase to pay processes (PO coverage/3 way matching/data mining etc) and what the main drivers for KPIs improvements in P2P process?
- If you don't have an end-to-end system - are you using RPA or other ways to overcome system gaps?
- What are you choosing to do in-house versus outsourcing to a service center? And if you select outsourcing service center, why?
- How are you closing possible knowledge gaps in your organization?

Juhana Lehtimäki | Development Manager Source to Contract | Stora Enso



Create an outsourcing relationship that can adapt to changes

How do you create an outsourcing relationship that can adapt to changes?

Since Vattenfall decided to outsource source to contract, purchase to pay, order to cash, record to report and accounts payable operations they have learned a lot. Experience you can here draw from and compare with yours. In times of rapid change both in markets, companies and technology wise what was a reality at the time of a strategy created may not be the truth at go live or beyond. Discuss challenges and opportunities in creating a broad outsourcing scope, what to consider and how to ensure you get what you need and not only what you ask for.

- How can you create outsourcing strategies that can adapt to changes?
- What are the change management challenges and how can you overcome them?
- In what ways can you measure and communicate desired and actual outcome?

Paul Derogee | Head of Procurement Performance | Vattenfall



VATTENFALL

Enable a lean end-to-end perspective and strategy

How can you enable a lean end-to-end perspective and strategy?

Husqvarna have had a digitisation strategy (using robotics process automation and machine learning for instance) for years and it is showing results. Procurement and finance are working closely to increase automation and insights in order to value outcome, reduce administrative tasks and build thresholds instead of silos. With a lean perspective, Husqvarna are focusing on reducing waste and non-value adding activities. Learn from their experiences and discuss:

- How can task outsourcing help enable a lean end-to-end perspective?
- What KPIs can be used ensuring desired results?
- How do you enable business continuity even in a multiple and scattered system landscape?

Helena Liliefelt | Accounts Payable & Receivable manager & Anna Olausson | Team Leader Accounts Payable | Husqvarna Group



Each Theme Discussion is held twice

You can start choosing which to join straight after registration

Seats a limited to enable real experience exchange in the group!

Why aspire to reach world class source to pay

How and why should you aspire to reach world class source to pay?

At booking.com the decision has been made to strive for world class source to pay processes. As a technology based company listed on the Nasdaq and spread across the world, the company - with 18 000 employees - has a global, regional and local scope. Procurement focus is on strategic spend, while vendor management aims at mitigating risks for suppliers with a global, regional or local set up. The whole organization aims for higher level POs finding the right balance between controls/risks and agility for the business. Here you can learn about what booking.com are doing to develop their processes and share and discuss Your experiences.

- What does world class source to pay mean?
- How do you balance local, regional and global set up within procurement and finance?
- What role do tools and change management play?

Alexandre Tschann | P2P Manager | Booking.com



Booking.com

What do you focus on after the basics are in place

With procurement basics in place, what focus areas do you develop next?

Cargotec has established and developed their indirect procurement organization and related processes in the past five years. A category management structure has been implemented, a Shared Service Center has been established, PO process and tool implemented with PO coverage targets met and savings been delivered. Now it is time to develop further, digitize, increase automation, add new technologies and ensure full adoption of set processes, globally. Third party risk management, Sustainability and data analytics are rising as new focus areas. Recognise the development steps and possible challenges? During this session you can learn from the journey Cargotec is on and compare with Your challenges and development areas.

- What are you doing in the area of procurement digitalization in addition to what standard procurement tools enable?
- When the procurement basics have been achieved, what are the top three areas your development focuses on?
- How do you ensure procurement development activities are aligned with stakeholder and business needs?

Pia Lax-Lehtelä | Director, Development and Projects, Indirect Procurement & Laura Oldendorff | Development Manager, Purchasing at Cargotec Indirect Procurement | Cargotec



CARGOTEC

CARGOTEC

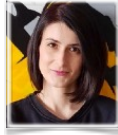
How do you enable a global single source of truth?

Novartis is on a path to go from numerous ERP systems to one and to continue to implement systems supporting Source to Pay. Aligning goals and change behaviour is key and the transformation will be global. They are not unprepared, a One Stop Shop has already been created. An active portal for all documentation with different document layers depending on the audience. This is giving Novartis central control over guidelines, global standard operating procedures & local step outs, training materials, local supplemental information and applicable financial controls, ensuring all (including 3rd party) follow the processes set up. How have they enabled that? Here you will learn!

Learn about and discuss:

- What is the One Stop Shop and who uses it?
- How was the on boarding plan for all users planned and executed?
- What is the level of adherence to core processes?
- What effect has the central portal had on compliance and control?
- What role will the portal play in the upcoming transformation?

Iulia Stanciu | Global Digital Manager, Procure-to-Pay | Novartis



NOVARTIS

Create and end to end Source-to-Pay roadmap

How do you implement and follow up a source to pay roadmap?

UPM Sourcing is implementing a development roadmap for Source-to-Pay end-to-end process UPM wide. The roadmap is considering how to improve data quality, increase process efficiency and find core process metrics in order to incorporate the business. In addition, the digital sourcing capabilities will be enhanced. Here you can learn about the work they are doing and share your experiences.

- What are data quality, process efficiency and core metrics to strive for?
- How are sourcing and procurement operations being transformed and how is that aligned with finance?
- What will be future competences needed to drive the desired outcome?

Jukka-Pekka Hämäläinen | Director, Sourcing Operations | UPM - The Biofore Company



UPM

How can you evaluate if you are doing enough?

It is interesting to understand how businesses are developing their end to end strategies, operations and governance structures. How well they manage to improve not only efficiency but also effectiveness and user experience. During this session you can ask follow up questions to The Hackett Group. You can also make sure you walk away with examples and comparisons from peers joining the session together with you.

- How are Nordic and European organizations developing their source to pay operations compared with others?
- What digitalization steps should most if not all organizations add to current strategies?
- Which evaluation steps can leaders take to understand what main value leakage areas to go ahead with?

Mélani Flores | Practice Leader, Procurement Advisory EMEA | The Hackett Group



The Hackett Group

Centralizing and digitizing source to pay processes

How do you - quickly - move from a de-centralized to centralized source to pay organization?

KWS Group is smaller than some of the competition and want to be agile, act fast and avoid pitfalls. The company decided to centralize and create an internal procurement Shared Service Center which for the past two years have grown with highly competent staff with digital skills. Country by country is picked up and automation is used to manage the workload. Guided buying principles are used, processes analysed and standardised. Learn from and discuss how KWS Group are leveraging skills and digitalization to reach set targets.

- How do you lead the implementation, development and leadership of a central procurement operations organization?
- What role does guided buying, RPA, AI, data analytics, process mining etc have in the creation of a high performing organization?
- How do you deploy a lean perspective on source to pay development?

Maik Mueller | Head of Global Transaction Center Procurement & IT | KWS Group



KWS

Theme Discussions | Session 4 - Same discussions available as during Session 3

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NETWORKING BREAK

Cross Function & Cross Organization Process Development Collaboration

Themed Focus Session | What could increased collaboration mean for Your end-to-end development?

A key aspect for EBG | Network is enabling people and companies to come together and truly share experiences. Two companies that are working closely together are Husqvarna and Finnair and here we will discuss what collaboration between sourcing, procurement and finance in different companies can be like. Here we will learn what end to end mean to them, what their development goals are, achievements they have accomplished and what lessons learned you can draw from them. Take the opportunity to consider the challenges You have and what you wish you could learn from others - and let us discuss just that.

Husqvarna and Finnair will share the journeys they are on and why a finance and a sourcing professional have such great exchange.

- What has Husqvarna and Finnair been able to learn from collaborating within their source-to-pay development?
- How can businesses draw from each others experiences in the best possible way?
- Which pitfalls can you avoid by drawing from others experiences?

Antti Koski | Development Manager, Source-to-Pay | Finnair & Helena Liliefelt | Accounts Payable & Receivable manager | Husqvarna Group



FINNAIR



Husqvarna Group

What is world class source to pay | How centralize and digitize without losing speed | How enable One global truth

Panel | What is world class source to pay, how do you centralize and digitize without losing speed and how do you enable One truth?

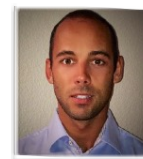
Let's briefly go through a couple of areas from the day, by those who work with it on a daily basis.

Aiming for world class source to pay? A company that does is Booking.com and here we will briefly learn why and what that actually mean for the strategies they create and the actions they take.

Are you de-centralized and have decided to centralize? Know you should digitize rapidly but cannot afford to lose speed? Learn from KWS Groups experiences!

Wanting to create a single source of truth in a global company? Is it even possible, and even if it is, how do you ensure people not even close to where You are, actually take part and use the knowledge base available? Let's briefly learn from the experiences Novartis have and what they think about ensuring One single source of truth globally.

Alexandre Tschann | P2P Manager | Booking.com, Maik Mueller | Head of Global Transaction Center Procurement & IT | KWS Group & Iulia Stanciu | Global Digital Manager, Procure-to-Pay | Novartis



Booking.com



KWS



NOVARTIS

Source 2 pay Summit 2020

Operational excellence with proven strategic effect
- across functions and in-between organisations

PRACTITIONER COMPANIES REPRESENTED THROUGH EXPERIENCED MODERATORS AND SPEAKERS ARE:



Equinor is an international energy company present in more than 30 countries worldwide, including several of the world's most important oil and gas provinces. Founded in 1972 under the name Den Norske Stats Oljeselskap AS—Statoil (the Norwegian State Oil company), they changed our name to Equinor in 2018. Their headquarters are in Stavanger, Norway.

Quick facts

21,000 employees (2019)
Norwegian State ownership: 67%
Total revenues: 79,593 USD million (2018)
equinor.com



Finnair is a network airline specialized in flying passengers and cargo between Asia and Europe. They fly to 19 destinations in Asia, seven in the Americas and over 100 destinations in Europe. Finnair's head office is located at Helsinki Airport and its shares are listed on the Nasdaq Helsinki.

Quick facts

In 2017, Finnair's revenue amounted to €2,568 million with 5,900 employees
The Finnish government is a major shareholder with a 55.8 per cent holding. finnair.com



Vattenfall's main markets are Sweden, Germany, the Netherlands, Denmark, and the UK. The parent company, Vattenfall AB, is 100% owned by the Swedish state, and its headquarters are in Solna, Sweden.

Quick facts

The Vattenfall Group has approximately 20,000 employees. Net sales in 2018 was 156,824 MSEK
vattenfall.com



Husqvarna Group is a global leading producer of outdoor power products and innovative solutions for forest, park and garden care. Products include chainsaws, trimmers, robotic lawn mowers and ride-on lawn mowers. The Group is also the European leader in garden watering products and a global leader in cutting equipment and diamond tools for the construction and stone industries. The Group's products and solutions are sold under brands including Husqvarna, Gardena, McCulloch, Flymo, Zenoah and Diamant Boart via dealers and retailers to consumers and professionals in more than 100 countries.

Quick facts

Net sales in 2018 amounted to SEK 41bn and the Group has around 13,000 employees in 40 countries.
husqvarna.com



Stora Enso develops and produces solutions based on wood and biomass for a range of industries and applications worldwide, leading in the bioeconomy and supporting our customers in meeting demand for renewable eco-friendly products.

Quick facts

Stora Enso has about a EUR 10.5 billion in sales, employ 26 000 persons in 30 countries. Europe stands for 73% of the number of employees.
storaenso.com



Through the renewing of the bio and forest industries, UPM is building a sustainable future across six business areas: UPM Biorefining, UPM Energy, UPM Raflatac, UPM Specialty Papers, UPM Communication Papers and UPM Plywood. UPM products are made of renewable raw materials and are recyclable. They serve their customers worldwide.

Quick facts

The group employs around 19,100 people and its annual sales are approximately € 10 billion.
UPM shares are listed on NASDAQ OMX Helsinki.
UPM – The Biofore Company – upm.com



Cargotec is a leading provider of cargo and load handling solutions with the goal of becoming the leader in intelligent cargo handling. Cargotec's business areas Kalmar, Hiab and MacGregor offer products and services that ensure their customers a continuous, reliable and sustainable performance.

Quick facts

Operating in more than 100 countries
In 2018, sales totalled approximately EUR 3.3 billion
End of 2018, around 12,000 people worked at Cargotec. cargotec.com



Novartis AG is a holding company, which provides healthcare solutions. The Company is engaged in the research, development, manufacturing and marketing of a range of healthcare products led by pharmaceuticals. The Company's segments include Innovative Medicines, Sandoz, Alcon and Corporate activities. We are headquartered in Basel, Switzerland.

Quick facts

In the first half of 2019, Novartis achieved net sales of USD 22.9 billion, while net income amounted to USD 4 billion., About 108,000 people of more than 140 nationalities work at Novartis around the world.
novartis.com



Founded in 1996 in Amsterdam, Booking.com has grown from a small Dutch startup to one of the world's leading digital travel companies. Part of Booking Holdings Inc. (NASDAQ: BKG), Booking.com's mission is to make it easier for everyone to experience the world. Booking.com is available in 43 languages and offers more than 28 million total reported accommodation listings, including over 6.2 million listings alone of homes, apartments and other unique places to stay.

Quick facts

A diverse community of over 17,000 employees across 198 global offices
booking.com



KWS is one of the world's leading plant breeding companies. A company with a tradition of family ownership, KWS has operated independently for more than 160 years. It focuses on plant breeding and the production and sale of seed for corn, sugarbeet, cereals, rapeseed, sunflowers and vegetables.

Quick facts

In the fiscal year 2017/18 more than 5,000 employees in 70 countries generated net sales of EUR 1,068 million and earnings before interest and taxes (EBIT) of EUR 133 million. kws.com

Welcome to Source 2 Pay Summit 2020!

Meet the people...all of the below invite you to learn from them and share experiences in the group



FINNAIR

Antti Koski | Development Manager, Source-to-Pay | Finnair

Prior to working at Finnair Antti worked at Microsoft and Nokia and have long experience in end-to-end process and strategy design and follow up.



UPM

Jukka-Pekka Hämäläinen | Director, Sourcing Operations | UPM

Jukka-Pekka has a proven track record in developing Group-wide operating models, organizational capabilities and operational excellence & leading end-to-end transformations in Source to Pay domain. Prior to working at UPM, Jukka-Pekka worked with sourcing and supply chain development (as well as being a business controller) at SOK, Metsä and Stora Enso.



NOVARTIS

Iulia Stanciu | Global Digital Manager P2P | Novartis

Iulia is Global Digital Manager, Procure-to-Pay at Novartis meaning she is leveraging the acceleration of digital transformation to achieve best-in-class processes. She has worked with different procure to pay processes at Novartis. Prior to Novartis, Iulia worked as a consultant at Genpact working with different finance transformation projects.



STORA ENSO

Juhana Lehtimäki | Development Manager Source to Contract | Stora Enso

Defining the global strategy for sourcing including the related processes, tools and way of working in order to reach the highest level in compliance, sustainability, transparency and effectiveness. This is achieved by utilizing digitalization, organizational know-how, bench-marking industry leaders and challenging the existing.



VATTENFALL

Paul Derogee | Head of Procurement Performance | Vattenfall

Paul has worked in the utilities sector since 1996 and has long experience from different procurement responsibilities. To date, Paul is Head of Procurement Performance at Vattenfall.



CARGOTEC

Pia Lax-Lehtelä | Director, Development and Projects, Indirect Procurement | Cargotec

Pia have worked with sourcing and procurement since 2005. Then at Nokia, later at Oy Roberts, MacGregor and now at Cargotec. Pia has been responsible for establishing, deploying and managing the Cargotec Indirect Procurement shared service center. She is also responsible for development activities within and related to Cargotec Indirect Procurement.



Husqvarna Group

Helena Liliefelt | Accounts Payable & Receivable manager | Husqvarna Group

Previous to working at Husqvarna Group, Helena worked at LRF Konsult and IKEA. Since 2011 Helena has been Accounts Payable manager, and since 2013 also Accounts receivable manager giving her a holistic view over Husqvarna cash flow and working capital.



CARGOTEC

Laura Oldendorff | Development Manager, Purchasing | Cargotec

Laura have previously worked with accounts payable at Cargotec as well as being responsible for the support internal and external customers the SSC have relating financial transactional accounting. Today Laura is transition lead for Indirect Procurement Services global roll-out, developing and establishing harmonized processes, implementing the procurement tool, processes and shared services supported by Cargotec Business Services.



Husqvarna Group

Anna Olausson | Team Leader Accounts Payable | Husqvarna Group

Anna is a team leader at the finance department for their system activities with team handling approx 100k invoices a year. As well as being a team leader she is also a part of their Smart Finance program - digitalizing our work with help of new technology; RPA, AI/ML etc. With help of new technologies, Lean thinking and operational excellence the team hope to be a flagship of Husqvarna Finance department.



equinor

Asbjørn Isachsen | Leader Supply chain management | Equinor

Asbjørn has worked within many different areas of procurement within the then Statoil now Equinor. His roles have included strategic procurement, lean procurement, requisition to pay and now being the leader supply chain management.



Booking.com

Alexandre Tschann | P2P Manager | Booking.com

Prior to working at Booking.com, Alexandre worked at Michael Page as a Global Process Owner, prior to that at Geodis as a SSC Finance EMEA Manager, prior to that at SNCF, KPMG, Société Générale, BNP Paribas and Bosch. He bring tremendous experiences to the summit!



The Hackett Group

Mélanie Flores | Practice Leader, Procurement Advisory EMEA | The Hackett Group

Mélanie leads Hackett Source to Settle Advisory Programmes in EMEA, and works together with executives giving advice on proven and emerging organizational and process best practices, and supports Hackett Benchmarking services in the development of recommendations for achieving World-Class Performance.



basware

Tuula Tuononen | Senior Global Business Advisor | Basware

Tuula works in PreSales as trusted advisor consulting customers on Source-to-Pay best practices and processes to create value, maximize growth and improve business performance. Her functional area of expertise is sourcing and procurement. She has years of experience in working within procurement in different industries including category management, setting up procurement policies and processes as well as leading a procurement function in a multi-national organization.



KWS

Maik Mueller | Head of Global Transaction Center Procurement & IT | KWS Group

Maik is Global head of procurement operations with full responsibility for implementation, development and leadership of a central procurement operations organization. Key responsibilities include the definition and deployment of the strategy and guiding principles, lean and automated source-to-pay processes, state-of-the-art systems and tools (guided buying, RPA, AI, data analytics), and the creation of a high-performing organization.

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Meet the people...all of the below invite you to learn from them and share experiences in the group



Ragnar Lorentzen | Chief Commercial Officer | HICX

Ragnar come from various positions in the procurement community. He has been Sales Director at Procurement Leaders as well as The Procurement Intelligence Unit (PIU).



Lars Beckman | CEO | Core Process

Based in Lund, Sweden Lars and his team support Taulia on the Nordic market and supply sales and services in working capital management, treasury, corporate finance. Lars brings experience with different previous roles as group treasurer for international corporates and CEO at a securities firm for local Nordic markets.



Sebastian Chilvers | European Sales Director | Taulia Inc.

Seb is responsible for the Europe, Middle East & South African partner eco system at Taulia. Serving over 8 years, Seb originates new business in new territories to help drive Taulia's global success & expansion. Prior to Taulia, Seb consulted at Tungsten Networks where he introduced Supply Chain Finance with Santander in 2007 and helped secure many of their high profile accounts.



Per Walander | Director Enterprise Sales | Icertis

Prior to working at Icertis, Per was Sales Director at TimeXtender - Discovery Hub, a rapidly growing number of Companies around the World are experiencing the value of Data Warehouse Automation (DWA). Before that, Per worked for 10 years at Qlik within their EMEA organization.



John Callan | Sr Director EMEA product & segment marketing | Coupa

Coupa is a cloud platform for business spend that allows companies to maximise the value of every dollar they spend. In John's role he is responsible for EMEA segment strategic marketing, in addition to global product positioning, messaging, content and sales enablement for major portions of our platform.



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

Martin have helped companies develop their end to end procurement processes and practices for years. Prior to OpusCapita he worked at Capgemini, IBX Consulting and Intenia Consulting.



Philippe de Grossouvre | EMEA Northern Europe Business Development Director | Determine, a Corcentric company

For the past 12 years he has been bringing value and supporting the digital transformation in larger organisations for all Procurement related activities and he has been working in Business Development for the past 20 years.



Meet like-minded peers and experts!

Register here!

Source 2 Pay Summit and Sourcing Outlook are organized by EBG | Network, a small company with big ambitions to make a difference. Enabling You to learn from peers and experts in an informal yet to-the-point environment. EBG aim to give You personal tools useful as a business professional and to help You grow and develop your organization.

Do you want to learn more? Contact Anna or Lars Bjärkerud today via anna@ebgnetwork.com or +46 73581 93 02 or lars@ebgnetwork.com or +46 73 350 03 43

You can always find inspiration and a lot of free of charge material via ebgnetwork.com



EXPERT ORGANIZATIONS

A warm welcome to expert organizations joining Source 2 Pay Summit 2020. They bring years of experiences to the table - make sure to ask how they can help You grow as a professional and business developer and how Your organization could change using their services.

Want to join us? Contact Lars today via lars@ebgnetwork.com or +46 73 350 03 43

OpusCapita

OpusCapita enables organizations to buy and pay quickly and securely, with a real-time view of their business. Our customers use our source-to-pay and cash management solutions to connect, transact and grow. OpusCapita processes over 100 million electronic transactions annually on its Business Network. opuscapita.com



Icertis, the leading enterprise contract management platform in the cloud, solves the hardest contract management problems on the easiest to use platform. With Icertis, companies accelerate their business by increasing contract velocity, protect against risk by ensuring regulatory and policy compliance, and optimize their commercial relationships by maximizing revenue and reducing costs. The AI-infused Icertis Contract Management (ICM) platform is used by companies like Airbus, Cognizant, Daimler, Microsoft and Sanofi to manage 6.5 million contracts in 40+ languages across 90+ countries. icertis.com



Coupa Software is the leading provider of BSM solutions. We offer a comprehensive, cloud-based BSM platform that has connected hundreds of organizations with more than four million suppliers globally. Our platform provides greater visibility into and control over how companies spend money. Using our platform, businesses are able to achieve real, measurable value and savings that drive their profitability. Learn more at coupa.com. Read more on the [Coupa Blog](#) or follow @Coupa on Twitter.



Basware offers the largest open business network in the world and is the global leader in providing networked source-to-pay solutions, e-invoicing and innovative financing services. Our technology empowers organizations with 100% spend visibility by enabling the capture of all financial data across procurement, finance, accounts payable and accounts receivable functions. Basware is a global company doing business in more than 100 countries and is traded on the Helsinki exchange (BAS1V: HE). Find out more at basware.com



Founded in 2010, Tradecraft is the world's largest business commerce platform that connects buyers and sellers. Tradecraft connects over 1.5 million companies across 190 countries, processes over half a trillion USD in transaction value yearly, and has a marketplace containing 28 million SKUs. It offers solutions for procure to pay, supplier engagement and financial services, and enables companies and partners to build custom or commercial apps on its business commerce platform. Tradecraft is headquartered in San Francisco, with offices in Copenhagen, New York, London, Paris, Suzhou, Chongqing, Tokyo, Munich, Frankfurt, Sydney, Bucharest, Oslo, and Stockholm. tradecraft.com



HICX is the highly flexible SaaS platform that provides seamless digital Supplier Information Management. We enable business to find, maintain, and re-use trusted supplier data and information throughout the Enterprise, across any spreadsheet, app or system. Learn more via hicxsolutions.com



Taulia is a leading provider of working capital solutions headquartered in San Francisco, California. Through a unique combination of its AI-powered platform, people and process, Taulia helps companies access the value tied up in their supply chain by transitioning from inefficient and often manual working capital management practices into technology-led, working capital optimization strategies. Taulia's vision is to create a world where every business thrives by enabling buyers and suppliers to choose when to pay and get paid, it liberates cash across the supply chain. A network of 1.8 million businesses use Taulia's technology and the company processes over \$500 billion every year. Taulia is trusted by over 120 of the world's largest companies with clients including Airbus, AstraZeneca, Nissan, Telstra, the UK Government's Crown Commercial Services and Vodafone. taulia.com



CORE Process is a consulting firm specializing in working capital solutions and treasury management. With headquarters out of Lund Sweden CORE Process partners with Taulia and other global leading fintech providers and together service their clients with consulting and support on the Nordic market. coreprocess.se



Determine, a Corcentric company is a leading global provider of SaaS Source-to-Pay and Enterprise Contract Lifecycle Management (ECLM) solutions. The Determine Cloud Platform provides procurement, legal and finance professionals analytics of their supplier, contract and financial performance. Our technologies empower customers to drive new revenue, identify savings, improve compliance and mitigate risk. The Determine Cloud Platform seamlessly integrates with major ERP or third-party systems such as SAP, Oracle, Sage, QAD and Microsoft. Modular solutions can be configured to add more as needed to provide additional value beyond spend management. Our unified master database and business process approach empower users at every level to make more informed and smarter decisions. determine.com



JAGGAER offers software as a service (SaaS) based source-to-pay solutions with advanced spend analytics, sourcing, supplier management, contract lifecycle management, savings tracking and intelligent workflow capabilities, all on a single platform, JAGGAER ONE. With the modular approach it means you can implement based on your business priorities and scale up in line with your digital transformation journey. AS recognised leaders by Gartner, JAGGAER has pioneered spend solutions for more than two decades and continues to lead the innovation curve by listening to its customers and stakeholders in all industry sectors. jaggaer.com



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 supply chain solutions of unprecedented scale, power and effectiveness. With 21 offices and operations centers in Europe, Asia and the Americas, Clark, New Jersey-based GEP helps enterprises worldwide realize their strategic, operational and financial objectives. To learn more about our comprehensive range of services and software, please visit www.gep.com.



We capture and treat private company information for better decision making and increased efficiency. With information on over 360 million companies worldwide, we are the resource for company data. Our information on companies' financials, risk scores, PEPs and Sanctions, and probability of default indicators can help you manage your supplier risk and leverage your spending power. Procurement Catalyst makes it easier for you to use our extensive information for supplier risk management. It delivers robust market intelligence and spend and risk reports, in simple dashboards, that add valuable understanding for procurement professionals. It's a powerful business intelligence tool that helps you spot potential risk quickly and gives you a more transparent view of your existing, and potential, suppliers. It also provides a centralized location to store and manage your procurement data. Find out more and register for a free trial at bvinfo.com

Venue

drinks and the summit are held at

Hotel Birger Jarl | Birger Jarlsgatan 61A
Stockholm | Sweden

Hotel Birger Jarl has a perfect city location with subway nearby and walking distance to the city centre.

It can't get easier to get here! For you who come by car they offer a parking garage in the building with elevators up to the meeting floor.

EBG has secured a room discount - just say "EBG" when making your reservation.

>>Visit the conference website to find a map and overview over suitable hotel options

Will we see you?

Registration details

Voluntary no cost dinner: March 18th
Starting with drinks at 18:00 ending at about 21:30 (registration via Choose Theme Discussion link)

Main conference: March 19th
Starting with registration at 08:00 and ending at 17:15 with a voluntary no cost drinks reception

Practitioner Investment Levels:
Until February 21st: 4 990 sek
Until March 7th: 5 990 sek
After that 7 490 sek

Consultants/system providers invest 10 950 sek
(and cost price for the dinner)

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.

>>Register here or
go to source2pay-summit.com

Want to know more?
Call us today via +46 73 350 03 43
E-mail us via anna@ebgnetwork.com
or
lars@ebgnetwork.com

Register here!

Sourcing Outlook

Want more focus on sourcing and procurement strategies, operations and governance?
Make sure to save the date for our third annual Sourcing Outlook taking place **October 8th 2020** in Stockholm!

sourcingoutlook.com

Join the
4rd
annual



About organizer

 | 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