ATA E-BUSINESS FORUM – JUNE 2022

PROCUREMENT FOR TOMORROW

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AGENDA





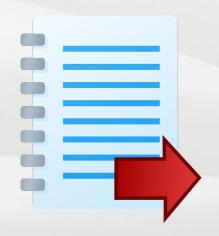
PHASING PAPER OUT



TEACHING THE MACHINE TO DECIDE



BRINGING THE MOBILITY IN



TODAY'S CONTEXT THE NEW SPEC2000 STANDARD OUR ADOPTION STRATEGY BRINGING PAPERLESS

TODAY'S CONTEXT



Spec 2000 - Procurement Planning Chapter 2



Spec 2000 - Gen 2 Procurement Revision 2019.1

Business limitations in Procurement's legacy standard restrained its integration

- Support for multiple lines orders
- Framework for acceptance/rejection (silence is acceptance)
- Supplier feedback channel for order states and statuses

TEACHING THE MACHINE TO DECIDE

BRINGING THE MOBILITY I

TODAY'S CONTEXT THE NEW SPEC2000 STANDARD OUR ADOPTION STRATEGY BRINGING PAPERLESS



Spec 2000 – Procurement Planning Chapter 2

Spe

SYSTEM'S GAPS WERE BRIDGED



trained its integration

- **Business limitations**
 - Support for mu
 - Framework for acceptance/rejection
 - Supplier feedback channel for order states and statuses

TODAY'S CONTEXT





« NOTHING REPLACES PAPER »

Our customer community hasn't yet found its way to paperless procurement



Current solutions allow simple exports of encoded documents

No real incentives yet to overcome change resistance

Difficult to find a complete software ecosystem using one standard

BRINGING THE MOBILITY IN

THE NEW SPEC2000 STANDARD



SPEC 2000 - GEN 2 PROCUREMENT



- Bridges the gaps between legacy standard and business realities.
- Introduces experience based business rules
- Enables efficient 2-way communications
- Removes the needs for time-consuming manual interactions
- Introduces Shipment capabilities

OUR ADOPTION STRATEGY





ALIGNING PRODUCT PHILOSOPHY MOVING FIELDS FROM ORDER HEADER TO LINE

MOVING FIELDS FROM ORDER HEADER TO LINE INTRODUCING STATUS HANDLING ADAPTING ORDER FRAMEWORK



BUSINESS RULES TO FEATURES

IMPLEMENTING CHECKS AND BLOCKS
INTRODUCING ACCEPTANCE & REJECTION FRAMEWORK
ENFORCING YES/NO/ASK CONCEPT



CONNECTINTERFACE & SYSTEM WRITING THE NEW SPEC2000 GEN2.0 INTERFACE MESSAGES

Writing the New Spec2000 Gen2.0 interface messages
Linking the interface with the corresponding system behaviours
Connecting with 3RD party and lauching test phase

BRINGING PAPERLESS





ENABLING PAPERLESS FOR OUR CUSTOMERS

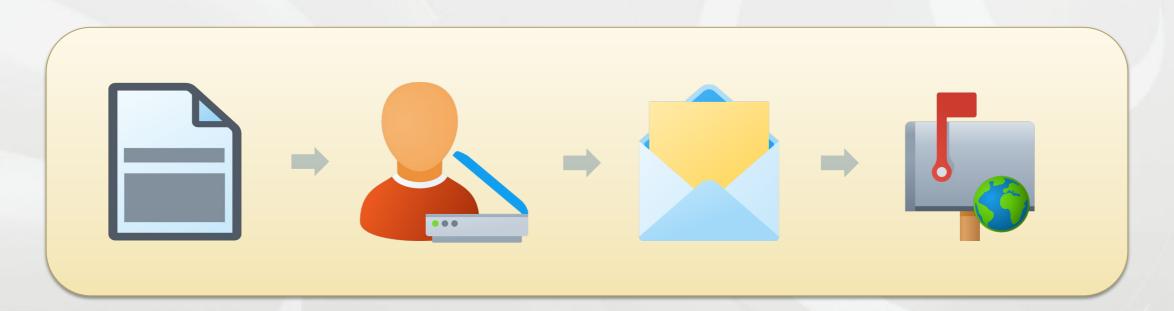
- Efficiency increased by removing manual steps (email, printing, faxing, etc.)
- Reduced risk of human error or misunderstanding
- Decision making process supported by the machine
- Enabling the introduction of new technologies (IA, machine learning, rule-based decisions, etc.)
- Electric Approval Control and Audit trail

TEACHING THE MACHINE TO DECIDE

BRINGING THE MOBILITY II

TODAY'S CONTEXT THE NEW SPEC2000 STANDARD OUR ADOPTION STRATEGY BRINGING PAPERLESS



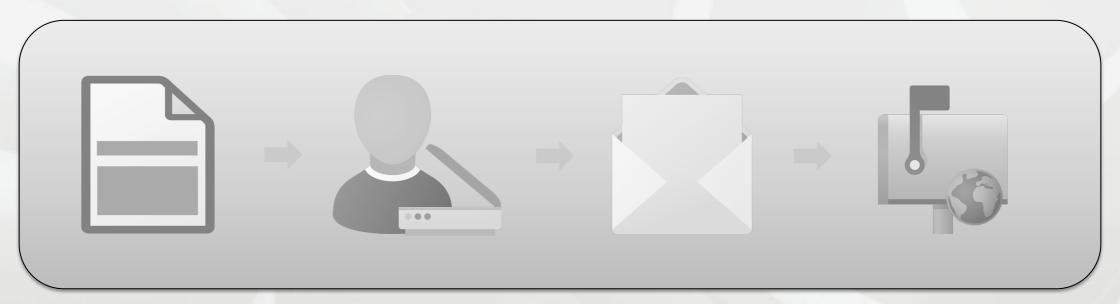


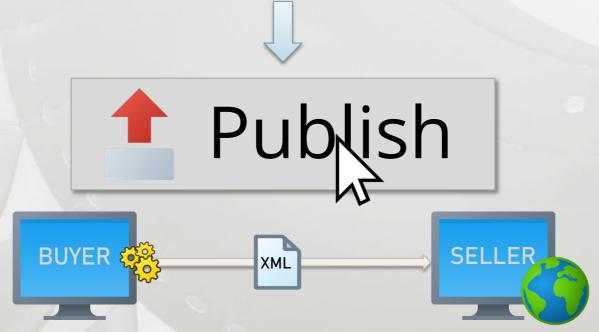
TEACHING THE MACHINE TO DECIDE

BRINGING THE MOBILITY IN

TODAY'S CONTEXT THE NEW SPEC2000 STANDARD OUR ADOPTION STRATEGY BRINGING PAPERLESS





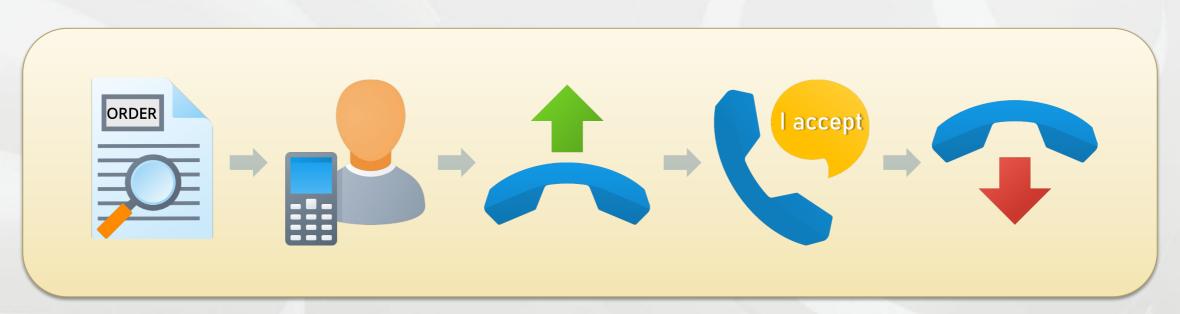


TEACHING THE MACHINE TO DECIDE

BRINGING THE MOBILITY IN

BRINGING PAPERLESS





TEACHING THE MACHINE TO DECIDE

BRINGING THE MOBILITY I

TODAY'S CONTEXT THE NEW SPEC2000 STANDARD OUR ADOPTION STRATEGY BRINGING PAPERLESS



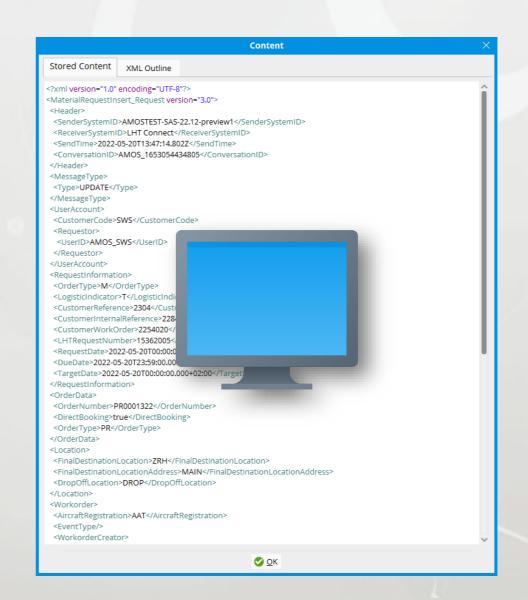




PHASING PAPER OUT TEACHING THE MACHINE TO DECIDE

TODAY'S CONTEXT. THE NEW SPEC2000 STANDARD VOUR ADOPTION STRATEGY. BRINGING PAPERLESS









TEACHING THE MACHINE TO DECIDE

EXPECTED IMPROVEMENTS GUIDE THE DECISION TAKE THE DECISION





THE MACHINE SUPPORTS THE **DECISION MAKING**

The digitalisation of the information enables efficient decision making.

- All data available instantly for analysis
- Contextualised indicators to guide the user for its decision
- Fully customisable rule engines to automate decisions
- Reduced risk of user errors

GUIDE THE DECISION TAKE THE DECISION PROGUREMENT VISION



BUYER





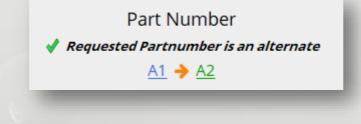


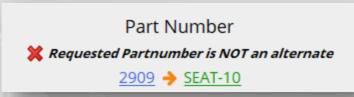


SELLER

Seller can supply PN_A2 (alternate PN)

Order quantity of 3 PN_A1





Tips can be displayed to inform the user and guide him for the decision.

Without paperless, these checks have to be manual.

TEACHING THE MACHINE TO DECIDE

BRINGING THE MOBILITY IN

IMPROVEMENTS GUIDE THE DECISION TAKE THE DECISION

RULE ENGINE

Vendor: SRT-ACC Change Type: Part Number Reguest Prio: Normal

Accept if

=> Alternate

+ Price dif. <100\$

Reject if

=> Non-alternate

Assign to USER if => All other

Vendor: All

Change Type: Unit Price

Request Prio: AOG

Accept if

=> Target Date eq.

Reject if None

Assign to USER if => All other

Vendor: All

Change Type: Ship From Part Number: Dangerous G.

Accept if

=> Ship From is within Custom Region A

Reject if

=> Ship From is not in Custom Region A

Assign to USER if None

Enabling the system to decide based on the thorough information received via the interface messages.

TEACHING THE MACHINE TO DECIDE

BRINGING THE MOBILITY IN

TAKE THE DECISION



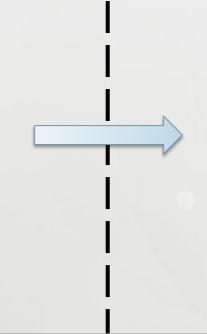
BUYER



Orders 500 bolts at *Unit Price:* 12\$

✓ Vendor Checked
✓ Part No. Checked
✓ Unit Price within margins

CHANGE ACCEPTED



SELLER



Auto-generates the Sales Order

- 3
 - Asks for a *Unit Price* increase of 0,20\$

Proceeds with the order fulfillement



TEACHING THE MACHINE TO DECIDE

BRINGING THE MOBILITY IN

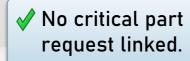
TAKE THE DECISION



BUYER



Orders oil for replenishment



CANCELLATION ACK.



SELLER



Auto-generates the Sales Order



Cancels the order because of unavailbility.



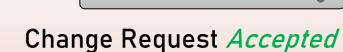
Cancellation is acknowledged.

PROCUREMENT VISION





Notification Framework 🔔







Change Request *Accepted*

Manual Handling



- **1** Unit Price Change
- Order Line Cancelled
- Ship From Change



BRINGING THE MOBILITY IN

MOBILE PROCUREMENT USE-CASE 1 USE-CASE 2 USE-CASE 3

MOBILE PROCUREMENT USE-CASE 1 USE-CASE 2 USE-CASE





THE PROCUREMENT FLOW IN THE POCKET

Spec2000 Gen2.0 standard enables endless mobility applications

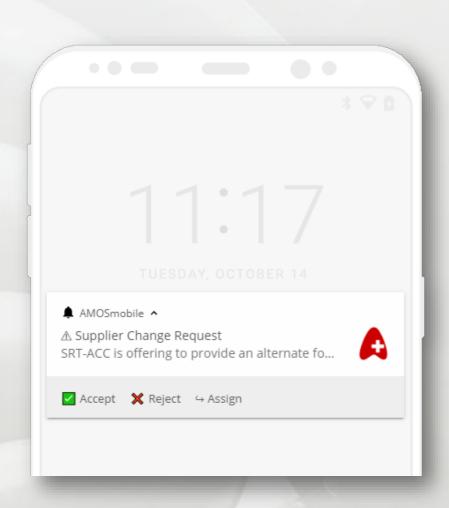
- Quick decision making while away from desk
- Monitoring of supply flow through Spec2000 Gen2 messages
- Informing end-users of their material status live
- Overall improved supply chain efficiency

TEACHING THE MACHINE TO DECIDE

BRINGING THE MOBILITY IN

MOBILE PROCUREMENT USE-CASE 1 USE-CASE 2 USE-CASE 3

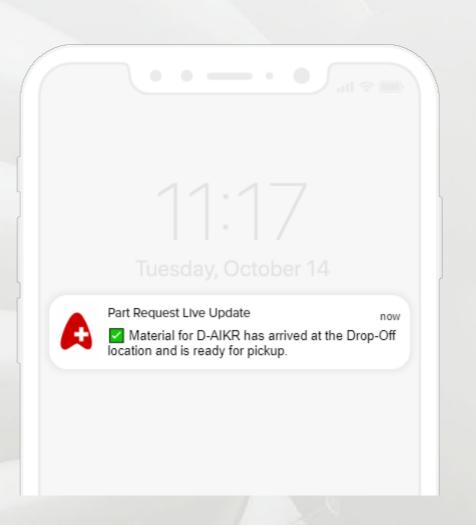




Easy accessibility on frequently used actions for Procurement personnel.

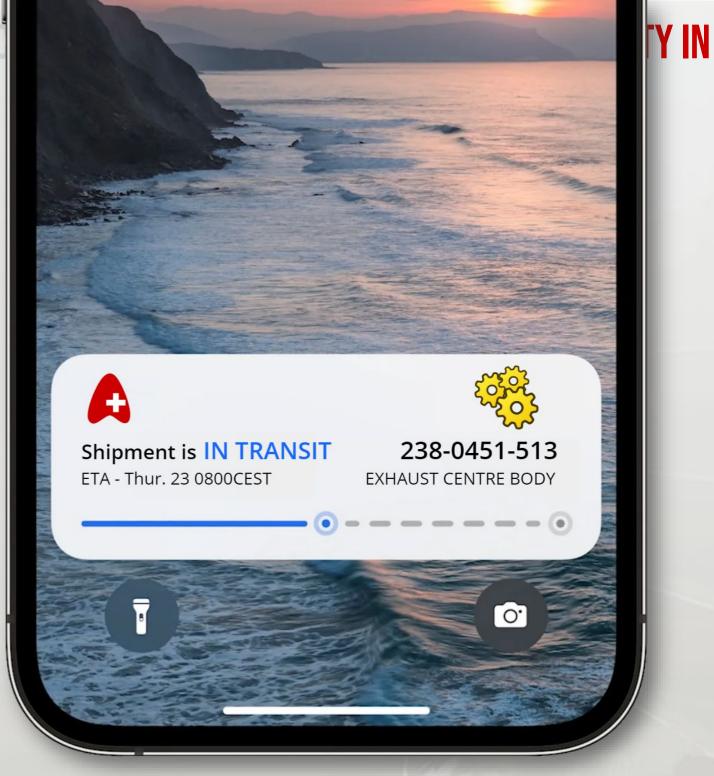
MOBILE PROCUREMENT USE-CASE 1 USE-CASE 2 USE-CASE 3





Notifications for mechanics on their hand-held devices to inform about the material's availability. PHASING PAPER OUT TEACHING THE MAC MOBILE PROCUREMENT USE-CASE 1 USE-CASE 2 USE-CASE 3

Live status update from Spec2000 Gen2.0 interface enables live monitoring for any key user.



QUESTIONS

THANK YOU FOR YOUR ATTENTION

