How to Build a Case to Acquire an eProcurement Tool

Thirty-One Gifts
Tolga Tomar
Director of Procurement

Scanmarket North America
Amanda Morrison
Senior eSourcing Manager
Your presenters

• Thirty One Gifts
  • TOLGA TOMAR – Director of Procurement

• SCANMARKET
  • AMANDA BRANCH-MORRISON – Sr. eSourcing Manager
Agenda

• You know you need an eProcurement tool to be more efficient and effective…but sometimes the biggest hurdle is convincing your stakeholders that it is a win-win for them as well.

• This session will give you practical tips for getting support from your stakeholders and will provide a case study on how to pick an eSourcing vendor while simultaneously building the financial case on the buy side

• You will learn:
  • How to build a case that shows need over want
  • Successful tips for gaining buy-in from stakeholders
  • Why you should choose a strategic partner rather than "just a vendor"
  • About the before, during and after of the upstream process
Scanmarket is a market-leading global Strategic Sourcing platform that provides Source-to-Contract modules to help organizations deliver real, measurable business results.

The cloud-based platform is used in 80+ countries by 300+ customers such as Nissan, Paramount Pictures, Colfax Corporation, US Bank, Ulta Beauty, Molson Coors and Thirty-One Gifts.

Scanmarket customers continue to benefit from:
- Increased user adoption & accelerated ROI
- Higher savings and process efficiency
- Improved compliance and visibility
Thirty-One Gifts

Who We Are:

• Founded in 2003 in Chattanooga, Tn., by Cindy Monroe
  • Moved to central Ohio in 2008
  • 15th anniversary 2018
  • 1,000+ employees
  • 60,000+ independent sales Consultants

• Direct-Selling Company
  • Independent sales Consultants
  • Home parties & online
  • Top 20 in U.S.
Thirty-One Gifts

• **Product Line**
  - Purses and wallets
  - Totes, travel and accessories
  - Utility totes and caddies
  - Home organization solutions and décor
  - Thermal bags
  - Jewelry
Thirty-One Gifts

• **Procurement**
  - Annual indirect spend of $100m - $125m
  - Name change to Procurement (previously Purchasing)
  - Procurement Process creation
  - Procurement vision (4 pillars)
  - New metrics

• **E-Tool selection**
  - Multiple RFPs
  - Quality issues and quality improvement
Initial status

• Lack of a contract management tool as well as a “managed” contract repository system
• Lack of visibility across the organization for contracts, sourcing events and supplier history
• Lack of standardized templates
  • Multiple versions of RFI, RFX templates
  • Multiple versions of legal templates
• Contract signature rights – Maverick contract executions
• Lack of a tool to deliver the e-auction lever savings
Need for an e-Procurement tool

- **High Level**
  - Getting the best from our supply chain to improve profitability, safely & sustainably
  - A strategic enabler for Procurement’s vision, objectives and tactics
  - Benefits for reputation & reporting

- **Tactically**
  - Lower Cost
  - Reduce Risk
  - Reduce time to market
  - Systems
  - Procurement Processes
  - Increased Leverage
  - Standardization
  - Compliance
  - Increased Transparency of Events
Selection Process and Funding

• **Steps and Challenges**
  - What does Thirty One need?
  - Saturated supplier base – focus on the short list
  - RFx
  - Internal funding

• **Internal Alignment**
  - Business Case
  - Preliminary Funding
  - Value - Sell sell & sell
Scanmarket Difference

• During the evaluation period
  • Partner not a vendor
  • **Assistance with the business case and ROI**
    • One time Auction demo
  • Good fit to Thirty-one’s needs
  • Flexibility all across
  • Nothing to implement

• After the implementation
  • Continuous improvement
  • Scanmarket listens
  • Easy to use – no training is required
  • Easy break up if needed
Future state

- More Automation with DocuSign
- Further integration within our company
- Savings tracker
Key Takeaways

• Scanmarket tool became the “CRM“ of our procurement team
• One interface, one template, one process
• Ease of use
Presenters

Scanmarket North America
Amanda Morrison
anb@scanmarket.com

Thirty-One Gifts
Tolga Tomar
Director of Procurement
ttomar@thirtyonegifts.com
Session information and evaluation how-to's

Why?
- Your feedback drives SIG Event content
- By signing and submitting your evaluation, you are automatically entered into a prize drawing

How?
From the App:
1. Select Sessions
2. Select Day
3. Select Session
4. Click on Clipboard Icon
5. Complete and submit evaluation

This was session # 20
Download the App: sig.org/app
Join the dialogue!

Tweet and mention #SIGfall18!

Are You a Winner?

Engage with SIG on Twitter during the Summit!

Follow @SIGinsights and Mention #SIGfall18 in your tweets!

All Tweeters will be entered to win a $50 Gift Card.
The winner will be announced Thursday morning.