

ProcureCon **ASIA**

INDIRECT & DIRECT

9 - 11 July 2019

Amara Sanctuary Resort, Sentosa, Singapore

TRANSFORMING PROCUREMENT. TOGETHER.

A Benchmarking Report by ProcureCon



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CONTENTS

03

Introduction

“

An insightful agenda containing high quality speakers with great networking, an essential event.”

CHARLIE HOLLIS
Head of Procurement
SA Power Networks

“

Brilliantly organised, future focused event connecting procurement peers and industry supply partners to share best practice thought leadership. I would thoroughly recommend attending”

ROB HALSALL
CPO
Westpac New Zealand

04

Part 1
Who We Spoke To

05

Part 2
Asian Procurement Challenges

07

Part 3
Selecting Procurement Automation Solutions

08

Part 4
Implementing Procurement Technology

09

Part 5
Investment Priorities to Digitize Procurement Process

10

About WBR ProcureCon Asia



INTRODUCTION

The digital revolution has changed everything we come into contact with and procurement is no different. CPOs and heads of procurement seek the most strategic process, best automation tools and effective ways to improve supplier partnership to bring greater value to their business.

We conducted interviews with the CPOs and Heads of Procurement from Asia's top companies who are attending ProcureCon Asia 2019. The surveys uncovered the challenges they face and the innovative solutions being brought to the table.

The job titles of interviewees include: Chief Procurement Officer, Head of Indirect Procurement, Procurement Director, Category Management Lead, Director of Procurement & Supply Chain Management and Head of Global Sourcing among many others of similar standing.

Read on and find out where your peers stand on the current issues facing the industry and compare procurement automation priorities on digital transformation for a competitive edge.



“

Remarkable keynote speakers, dynamic panel and round table discussions with noteworthy technology demonstrations – very relevant to our target market and a really well organised event.

KEVIN DUNCKLEY

Chief Digital and Innovation Officer,
HH Global

“

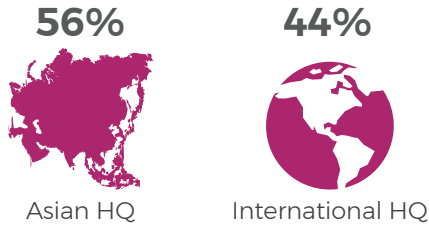
The perfect selection of topics delivers actionable solutions to address the biggest procurement challenges currently facing us.

JORGE JUAN MUNOZ FERNANDEZ

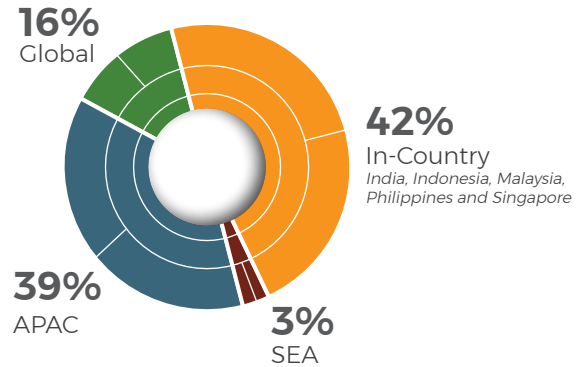
Head of Strategic Sourcing and Transformation
Maxis

WHO WE SPOKE TO

ASIAN VS INTERNATIONAL HQ COMPANIES



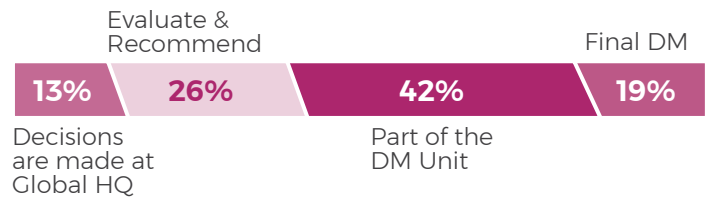
GEOGRAPHIC RESPONSIBILITY



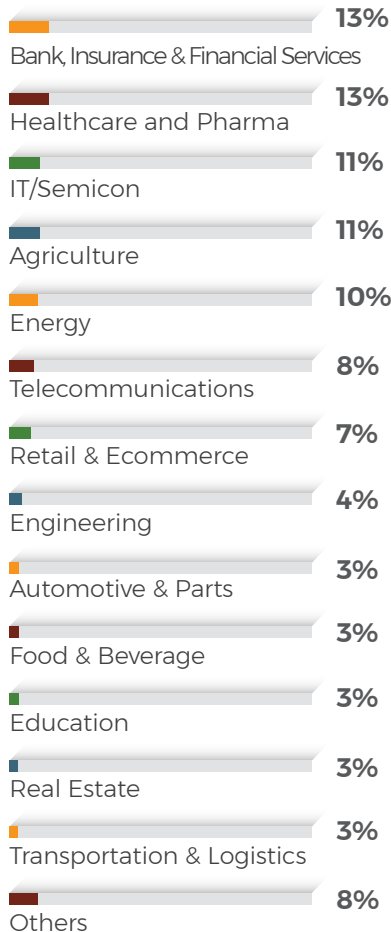
JOB TITLE IN PROCUREMENT & SUPPLY CHAIN



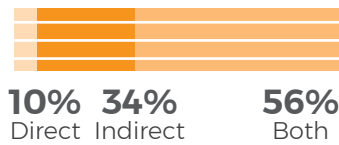
DECISION MAKING FOR BUYING NEW TECHNOLOGIES AND SOLUTIONS:



INDUSTRY SECTOR



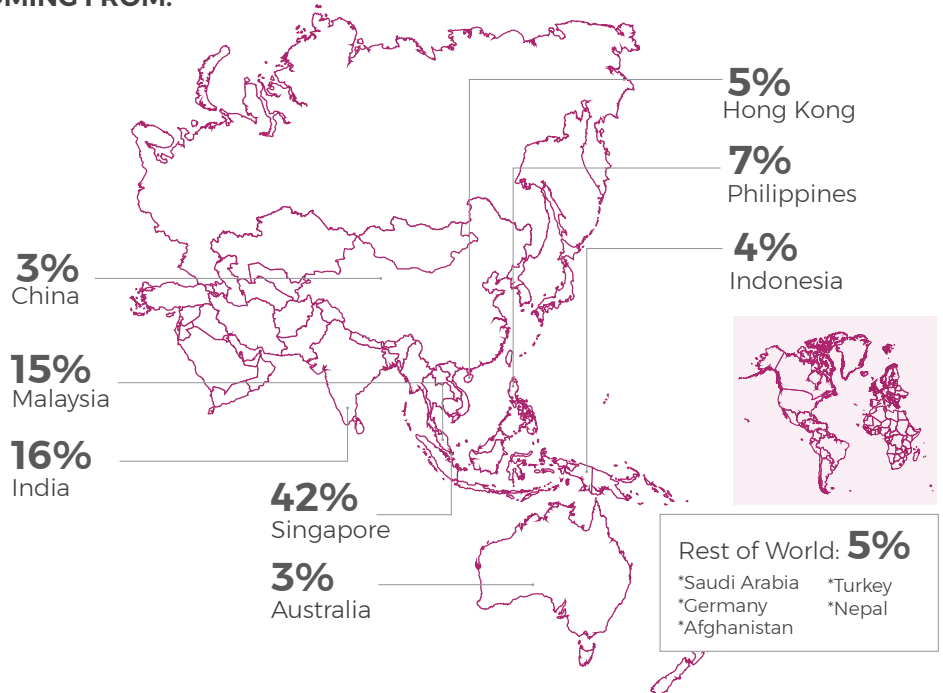
PROCUREMENT DIVISION IN CHARGE OF



SIZE OF PROCUREMENT TEAM



COMING FROM:



ASIAN PROCUREMENT CHALLENGES

The biggest challenge faced by procurement leaders relate to digital transformation in procurement.

56%



Digitization

- How fast can you adopt and utilize the new system
- Getting data on spend is time consuming
- Most processes are still manual
- Systems are working on silos
- How to digitize tons of weekly transactions

51%



Supplier Relationship

- Limited source of qualified direct suppliers
- Compliance with process and standards
- How to build strategic value beyond transactional relationship
- How to better negotiate as a business partner

46%



Systems and Process

- How to align policies and procedures
- Rules and regulations are not always followed
- Different process understanding from management to users
- Siloed processes between HQ and subsidiaries
- How to create a standard and effective process

44%



Talent Management

- Resistance to adapt to new ideas and technologies
- Shortage of right skills and talent
- Lack of maturity and expertise
- Slow adoption of new process and technology
- Building competency on better negotiation skill

42%



Stakeholder Management

- How to influence stakeholders to drive optimization
- Indirect team seen as cost cutting department
- How to proactively engage stakeholders?
- Reluctant to quickly learn and adopt new systems
- How to change the mindset from transactional to strategic

**Respondents were asked top three challenges*

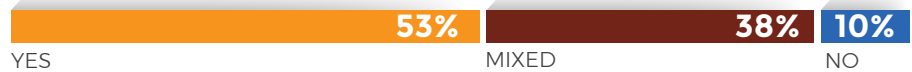
ASIAN PROCUREMENT CHALLENGES

“ **52%**
OF RESPONDENTS
THINK PROCUREMENT
IS AS A KEY STRATEGIC
PARTNER

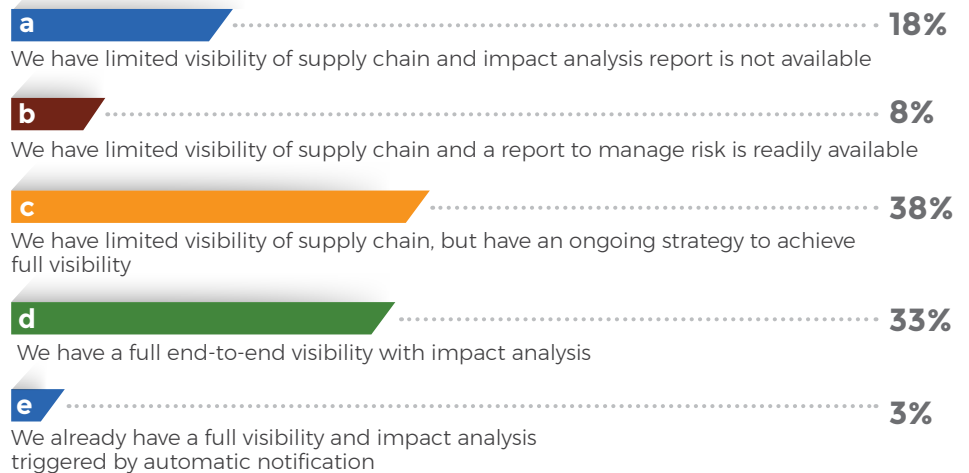
“ **38%**
OF THE
PROCUREMENT
TEAM ARE ACTIVELY
SEEKING WAYS
TO ACHIEVE FULL
VISIBILITY OVER THE
SUPPLY CHAIN

“ **71%**
OF RESPONDENTS
BELIEVE COMPETENCY
ON QUALITY, PRICE
AND DELIVERY IS THE
KEY METRIC WHEN
EVALUATING NEW
SUPPLIERS

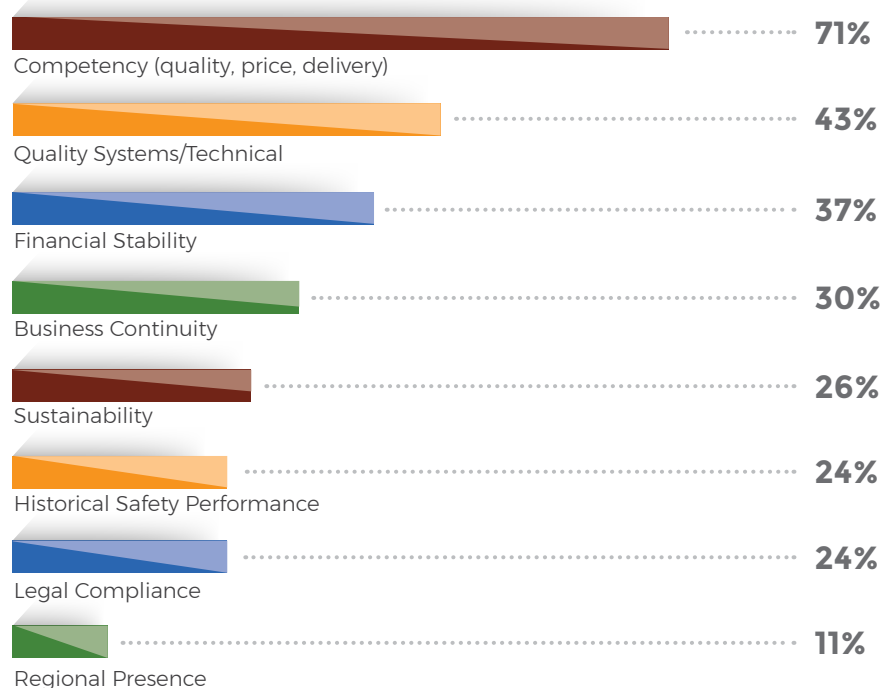
Is your procurement team seen as a strategic partner by internal stakeholders & key external parties?



What visibility do you have over risk in your supply chain?



Which assessments or criteria are the most important when evaluating a new supplier?

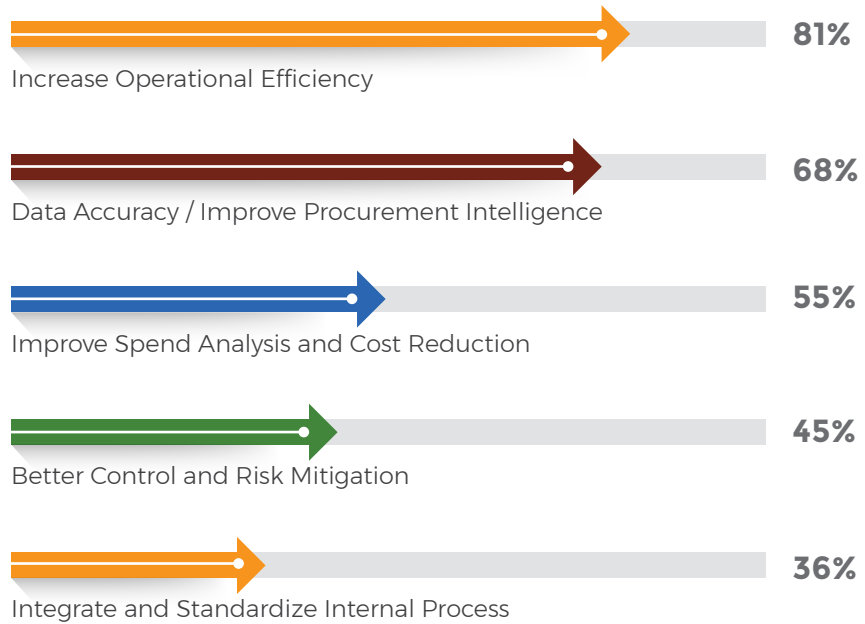


*Respondents were asked to select three

SELECTING PROCUREMENT AUTOMATION SOLUTIONS

“ **81%**
OF RESPONDENTS
FIND THAT INCREASE
IN OPERATIONAL
EFFICIENCY IS THE
BIGGEST BENEFIT OF
IMPLEMENTING DIGITAL
PROCUREMENT

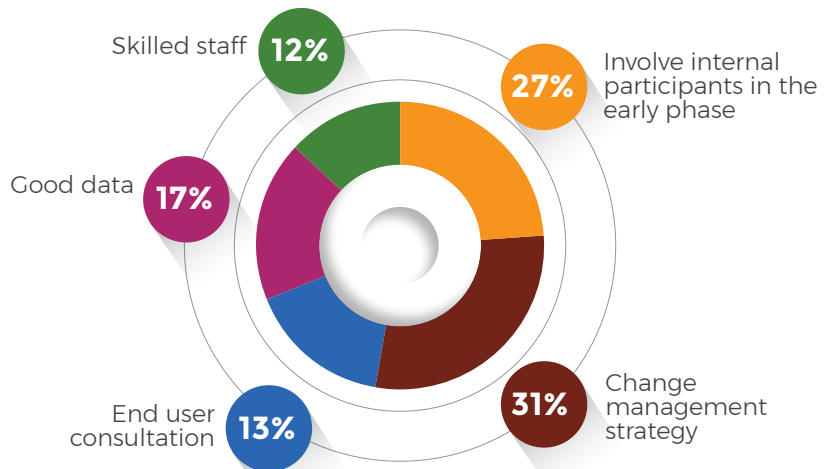
What do you regard as being the biggest benefits of implementing digital procurement technology?



**Respondents were asked to select three*

“ **31%**
OF RESPONDENTS
BELIEVE THAT CHANGE
MANAGEMENT
STRATEGY IS THE
MOST IMPORTANT
SUCCESS FACTOR
IN IMPLEMENTING
PROCUREMENT
TECHNOLOGY

What are the critical factors in implementing a successful procurement technology?



**Respondents were asked to rank top three*

IMPLEMENTING PROCUREMENT TECHNOLOGY



71%

OF RESPONDENTS OPERATE ON A PARTIALLY AUTOMATED SYSTEM WHILE 23% WORKS MANUALLY

Are your current procurement processes fully automated or digitalized?



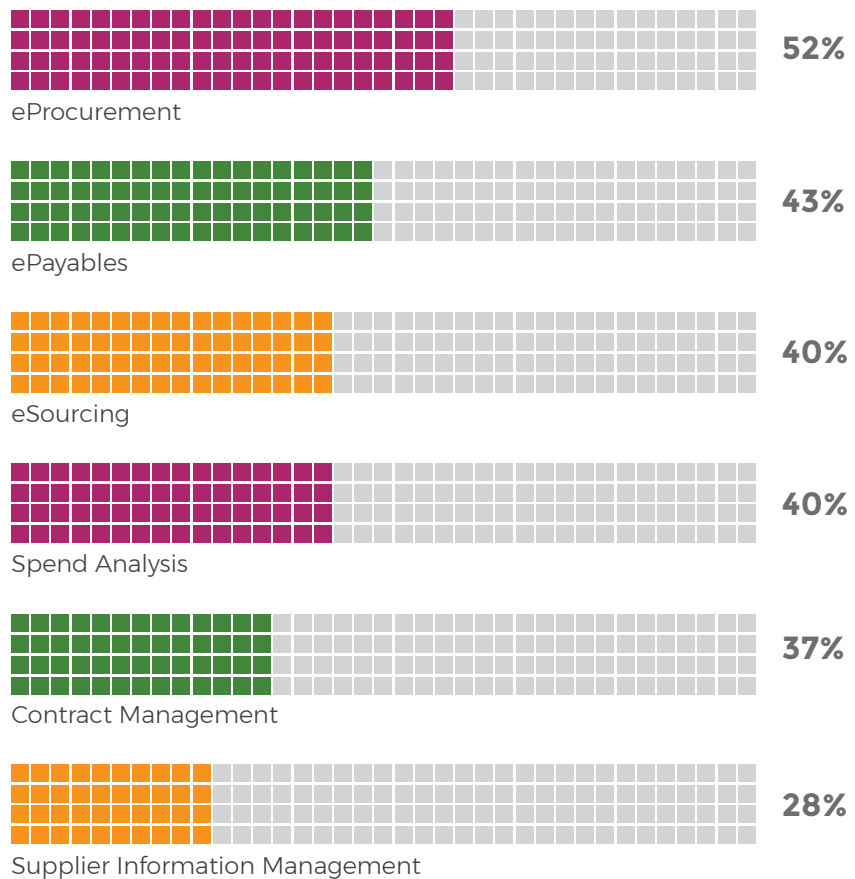
- Not yet automated 23%
- Partially automated 71%
- Fully automated 6%



Top 3
Priorities

ePROCUREMENT, ePAYABLES, eSOURCING AND SPEND ANALYSIS RANK AS TOP 3 AUTOMATED PROCUREMENT PROCESSES USED BY RESPONDENTS

What kind of digital procurement process are you using?



INVESTMENT PRIORITIES TO DIGITIZE PROCUREMENT PROCESS

“ **66%**
OF THE RESPONDENTS ARE READY TO INVEST IN PROCUREMENT SOLUTIONS AND SERVICES IN THE NEXT 6-12 MONTHS

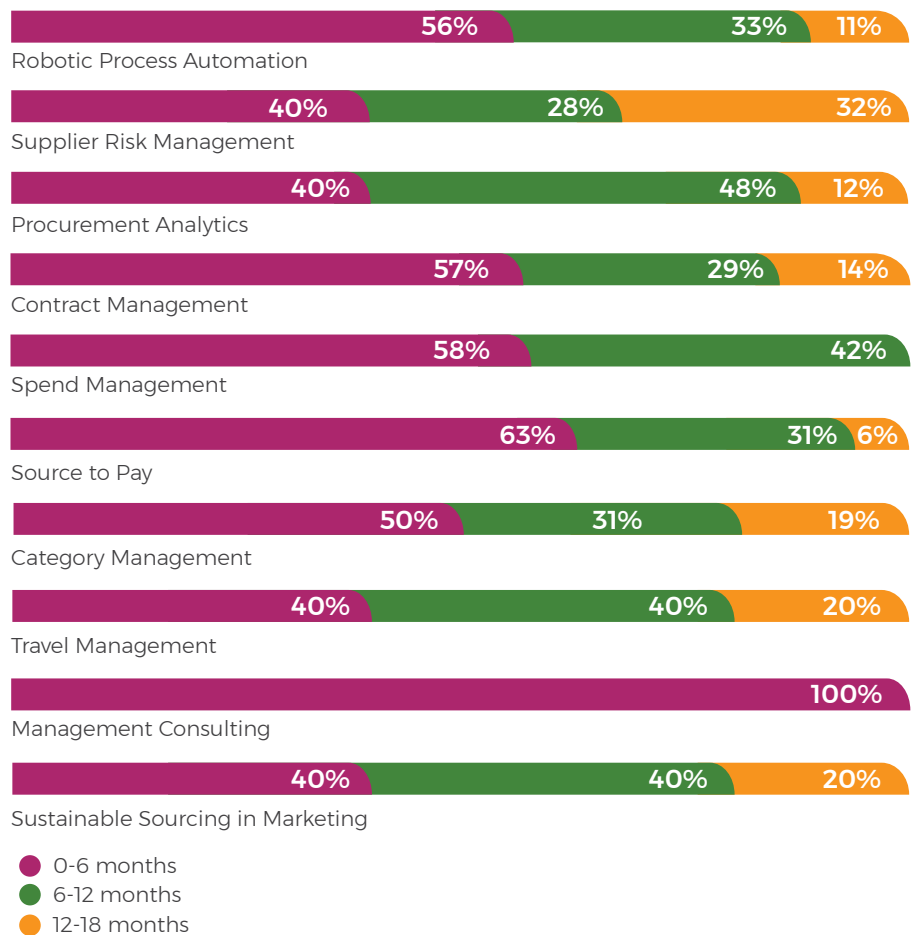
“ **Top 3 Priorities**
ROBOTIC PROCESS AUTOMATION, SUPPLIER RISK MANAGEMENT AND PROCUREMENT ANALYTICS ARE RESPONDENTS TOP 3 PRIORITY SOLUTIONS TO AUTOMATE FROM NOW TILL 2020

“ **36%**
OF THE RESPONDENTS HAVE BUDGETS BETWEEN USD 1M - USD 5M FOR NEW TECHNOLOGY INVESTMENTS IN A YEAR

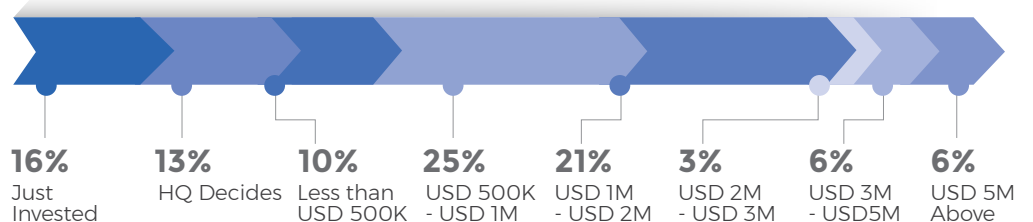
Do you have plans to upgrade or acquire new technologies in the next 6 - 12 months?



Which technologies or services are you planning to invest in over the next 18 months?



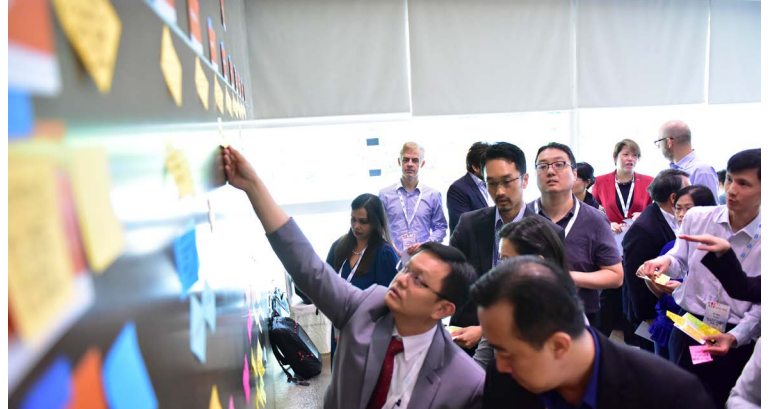
How much budget is allocated in a year for procurement automation initiatives and projects?



ABOUT WBR PROCURECON ASIA

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Innovation.
Disruption.
Transformation



We Are ProcureCon Asia.

Since 2013, the top procurement minds have gathered in Singapore in July for our flagship Asian Procurement conference. With forward-looking content, and unique session formats that ensure you learn and network most effectively, ProcureCon Asia is designed with the goal of helping you deliver an agile, lean and cost-effective procurement service to your internal stakeholders.

We conduct professional research amongst high-level decision-makers in key industry verticals. We use this research to create content-powered marketing campaigns designed to kick-start dialogue, share insights, and deliver results.

Contact us to find out how your business could benefit from marketing campaigns to strengthen your leadership position in the industry.

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