Shortlist Submission Summaries EMEA

Strategic Achievement

Implementing SRM Across UK Government
Cabinet Office Government Commercial Function

The Cabinet Office has designed and implemented a best practice approach to managing strategic suppliers across all Government Departments and their Arm's Length Bodies by breaking down traditional organisational barriers and acting as a single function. This has been achieved by bringing together many different public and private sector models to develop a robust approach that can be deployed right across the public sector. This new approach is supported by a fully comprehensive and practical toolkit, in-house training to improve capability, a cross organisational support network and the recruitment of a specialist team to support organisations in achieving successful implementation.

Celocity: Increasing Growth Velocity Through Reducing Friction Within the Celonis Sales Cycle
Celonis SE

In 2021, Celonis was a newly-minted decacorn, and was doubling in revenue and headcount annually. To address the legal debt accumulated through the startup phase, and support the exponential scaling of the company into the future, we established the Celocity program focused on the three pillars of people, standardization and automation. We reimagined our contracting approach, streamlined our templates and eliminated common points of conflict to increase deal velocity by removing friction. Using third party and our own

Execution Management System, we introduced governance, visibility and control at the same time as accelerating the end to end transaction time.

Technology Sourcing Programme and Commercial Transformation
His Majesty's Revenue & Customs Department (HMRC)
HM Revenue & Customs (HMRC) embarked on a multi-year Technology Sourcing Programme to modernise its IT estates and implement a diversified supply chain model for its £1bn a year IT spend. Over an 18-month period, this initiative disaggregated HMRC's IT supply chain, transitioning from monolithic contracts to a diversified supplier base. This initiative adopted innovative commercial approach such as creation of new procurement frameworks, promoting competition and increasing SME supplier participation. The initiative successfully delivered value for money and created a strong foundation to enable HMRC to adopt new technologies and services to deliver its digital transformation

Agile Procurement Transformation
MTN Group
MTN Group pursued a comprehensive procurement transformation to shift their procurement function from a cost center to a value creation entity. Their transformation program included the following elements:

• Revamping the procurement operating model for enhanced agility and alignment with future business requirements.
• Strengthening cost-saving measures and increasing EBITDA contributions to the business.
• Embedding artificial intelligence and machine learning in sourcing decisions and supply chain management for data-driven insights.
• Implementing a sustainable sourcing strategy to reduce scope 3 emissions.
• Collaborating with startups and universities to foster procurement innovation.

Operational Improvement

Dolly the Package Cloner
Turkcell
Turkcell, a telecom operator, faced challenges in efficiently handling package creation process due to the manual efforts and time-consuming steps. To address this, they implemented a solution called "Dolly the Package Cloner." Dolly is an end-to-end automation engine that streamlines the package creation process, eliminating the need for manual work by analysts. Feasibility studies, system design, and a one-year project involving multiple teams were conducted.
Dolly's integration improved resource utilization, reduced workload, and enhanced the package creation process in Turkcell's digital transformation journey.

PROCSIGHTS: Predictive Insights for Strategic Sourcing
MTN Group
MTN Group faced 2 key challenges: Aligning the group sourcing strategy with various local strategies and making intelligent procurement decisions amid 17 different OPCOs with multiple ERP systems. To overcome these challenges, MTN developed an in-house Predictive Procurement system. Leveraging AI, RPA, and game theory, System addressed the challenges by identifying joint negotiation opportunities, automating processes through an AI assistant called GeSSiCa, and optimising negotiation strategies using the Decision Support Application (DSA) and Recommendation Engine to find bundling opportunities. MTN achieved 95% reduction in cycle time, analyzed 50 million scenarios for USD 1 Billion Spend.

Digitizing Highways in Southampton
Southampton City Council Highways Services Partnership
In an industry first, colleagues from Southampton City Council and Balfour Beatty have collaborated to develop and utilize the very best gaming technology to transform project and service delivery across a wide range of projects and service areas. The deployment of these tools in the Southampton Operational Control Hub has provided a broad range of demonstrable benefits to the users of the tools, wider business and customers. Through the better use of data and digitised systems, staff have been empowered and equipped to make better real time decisions and in doing so, make the service we deliver and the business, better.

Turn Commercial Interactions from Re-Active to Pro-Active
Sartorius Stedim Biotech GmbH
SUMMARY
The customer orders a product, Sartorius delivers it – sounds pretty straight-forward. However, it's a lot more complicated, particularly in a multinational manufacturing company: for our customers, it is essential to know when they will receive their orders.
That's why we decided that our strategical, tactical, and operative focus is to turn the commercial interaction from re-active to pro-active.
A "Digital & Transparency Evolution" were started where we have integrated Robotics to increase automation and efficiency, as well as a tracking of order milestones to improve transparency.
We renewed the entire order-to-cash customer journey to enable this B2C experience in a B2B market.

Outstanding Cooperation & Collaboration

Supplier's organization name:
ContractPodAi
Customer's organization name:
Inmarsat

Inmarsat decided to streamline its contract management system by creating a new harmonious ecosystem that utilises the latest AI and legal technology. To achieve this, Inmarsat has worked closely alongside Contract Pod Ai (CPAI herein), Salesforce, and DocuSign to integrate each vendor's technology together to create a unbeatable CLM.

This project was by no means easy. Developing a comprehensive CLM solution that effectively automates stages of the contract management process from request through to signature without the cooperation and collaboration of all vendors involved would be impossible.

Supplier's organization name:
PwC
Customer's organization name:
BAE Systems
Facing a strong customer challenge in 2021 on the projected costs for Batch 2 of Type 26 Frigates, BAES asked PwC to work collaboratively with BAES, suppliers and MoD to realise over £100m of savings.

Our joint cost reduction project drove cross-functional teamwork to identify savings opportunities, then established rigorous governance to realise cost savings. The team negotiated exceptional savings in the face of global disruption and soaring commodity prices, while embedding new collaborative processes across functions and with MoD.

Supplier's organization name:
Icertis
Customer's organization name:
Accenture
Accenture successfully transformed its legal function with the help of contract intelligence pioneer, Icertis. Accenture sought to digitally enable contract-driven processes to unlock the value of contract data across the enterprise and empower legal and sales teams to work more effectively. The collaboration between Accenture and Icertis resulted in a modern, data-driven contracting solution that supports increased compliance, reduces risk, and improves contract cycle times. The Icertis Contract Intelligence (ICI) platform sets a new standard for Accenture's legal team of 3,000+ professionals, positioning them to act as strategic partners for the business and its customers worldwide.

Delivering Social & Economic Benefit

Honda Credit Financing Agreement Guide
Villa - Visual Law Studio
Villa's initiative tackled the challenge of effectively communicating with consumers who lack legal qualifications, have limited access to information,

and may have low literacy levels in the context of a financial agreement. Through a comprehensive guide prioritizing accessibility and transparency, Villa empowered consumers, prevented legal issues, and encouraged the adoption of financing agreements. This led to increased business opportunities, reduced legal issues, enhanced trust, and empowered consumers and local communities. The initiative highlights the social and economic benefits of improved contract and commercial practices, laying the foundation for positive impacts on society.

How the Metropolitan Police Service are Delivering Social and Economic Benefits for the Citizens of London Through its Commercial Processes
Metropolitan Police Service

The MPS Commercial Services Directorate has launched a number of initiatives since 2020 to increase its efforts in delivering social value for the benefit of the citizens and communities of London. This has included diverting value from contracts awarded to suppliers to support community based organisations whilst also encouraging suppliers to provide apprenticeships, mentoring and work placement opportunities. It is also supporting increased expenditure with SME'S, minority-owned businesses and VCSE across London as well as supporting efforts to increase digital inclusion across its citizens and communities.

Technology Sustainability Index
Oracle, Dell, Cisco, Maersk, Gorrissen Federspiel, CBS and Spektra Analytics

The technology industry is in need of a concept, that is opensource, free and simple. Giving organisations a methodology to evaluate and measure the sustainability maturity of Tech industry players and easily embed sustainability into their processes to create sustainability impact.
Henrik Bruun-Pedersen, Director ,Head of IT/Tech Procurement in Maersk have created a concept in a pro bono collaboration with key industry stakeholders, that through an open source model make such a rating possible. The initiative have received overwhelming feedback from both Tech companies and customers to the Tech industry.

Goal 17- A Market Leading Mentoring and Personal Development Programme
Southampton City Council Highways Services Partnership

Southampton City Council, working with partners from Balfour Beatty have delivered 2 cohorts of a market leading employ ability and Mentoring programme, working with Goal 17. These programmes have now delivered over £218,000 of social value and upskilled 23 local people and 23 local executives.

By delivering these programmes with the Southampton Football Club's "Saints Foundation" the team have delivered tremendous social and economic benefits to the local community.

Following the success of the programmes in Southampton, similar schemes have now been adopted by other members of the construction community and other local authorities.

The third cohort will launch in Southampton in 2023.