



The CPO agenda - future of procurement

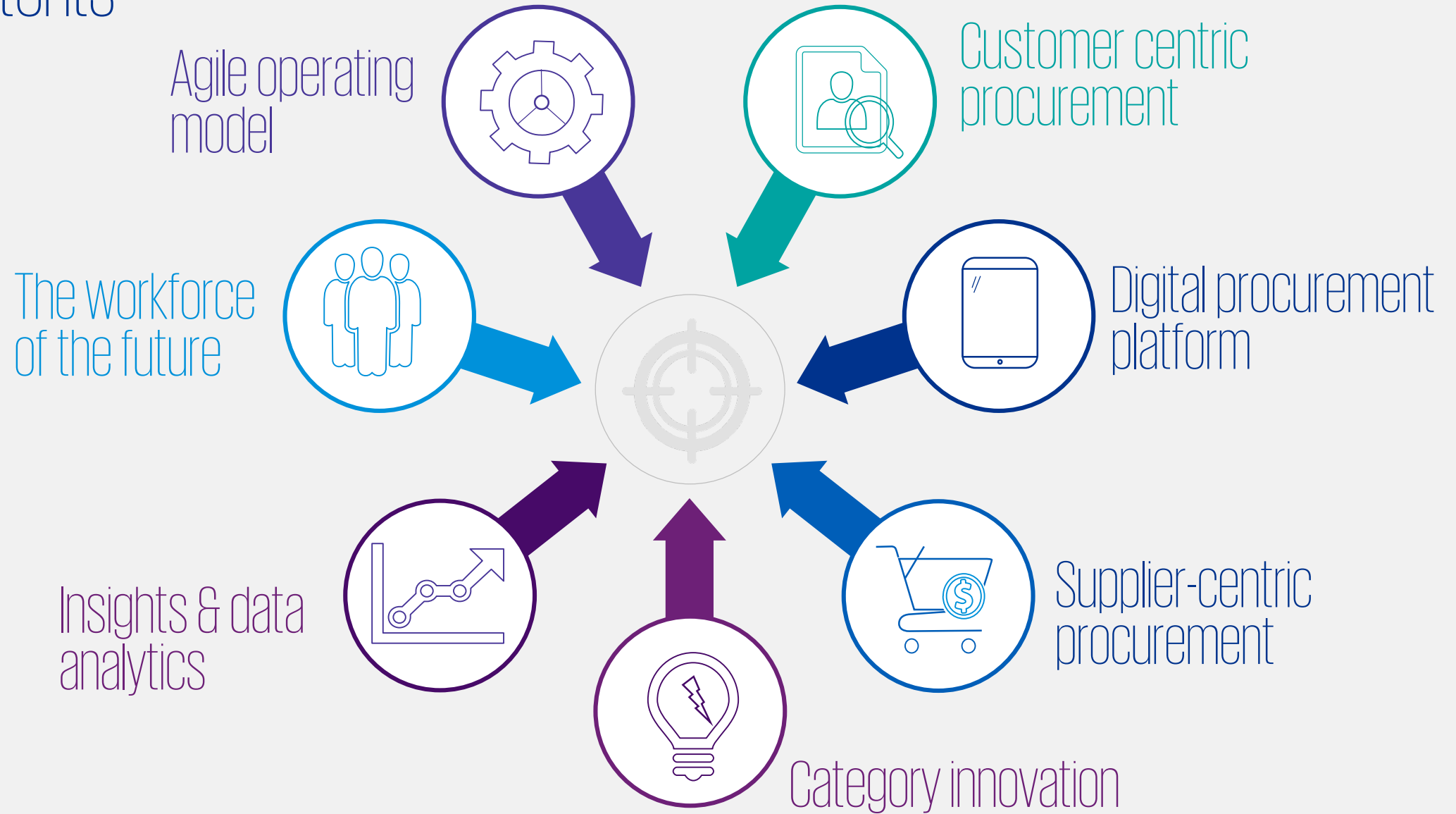
PURCO Conference

Collaboration is the key

October, 2019



Contents



Global CEOs priorities and the landscape for Higher Education

Top five strategic priorities in next three years



25%

Greater speed to market



22%

Digitisation of the business



21%

Becoming more data-driven



21%

Building public trust



20%

Implementing disruptive technology

Areas of greatest investment in technology expected in three years



61%

Data analytics



58%

Cognitive technologies



55%

Internet of Things

Student as the consumer - mind-set



Institutions need to function like businesses and enable convenience, personalisation, and quality.

Technology as the medium



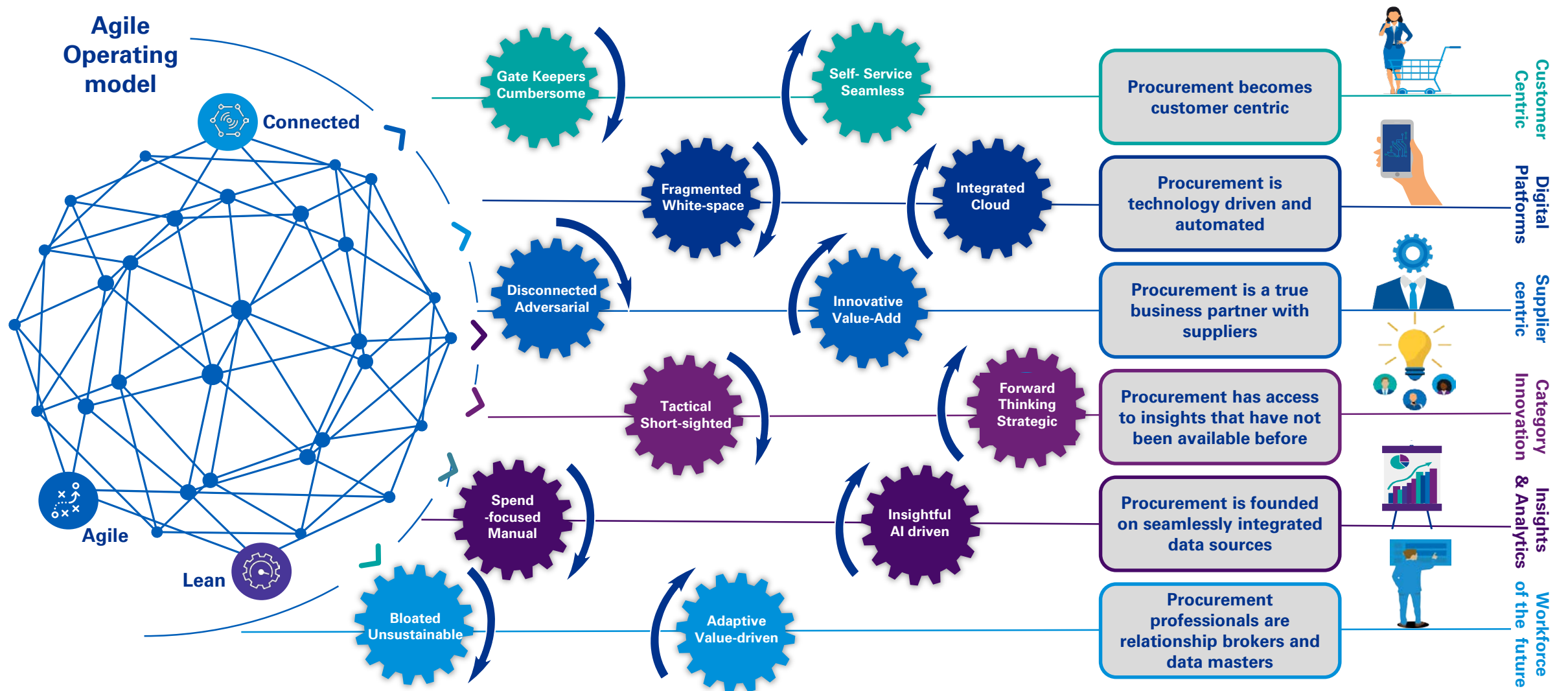
Institutions need to stay abreast with technology and embrace new teaching models

Institution and Programs



Instruction and curricula will feature digital tools and media even more prominently

The Future of Procurement is powered to achieve future strategic goals



Customer-centric
procurement
focuses on
delivering a user
friendly
experience to
internal
stakeholders



Customer
experience
overtaking price
and product

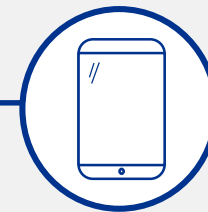
Internal customer
the focus

The true
business partner

Customer
experience



Digital Procurement Platforms will modernise the Procurement function and drive full automation

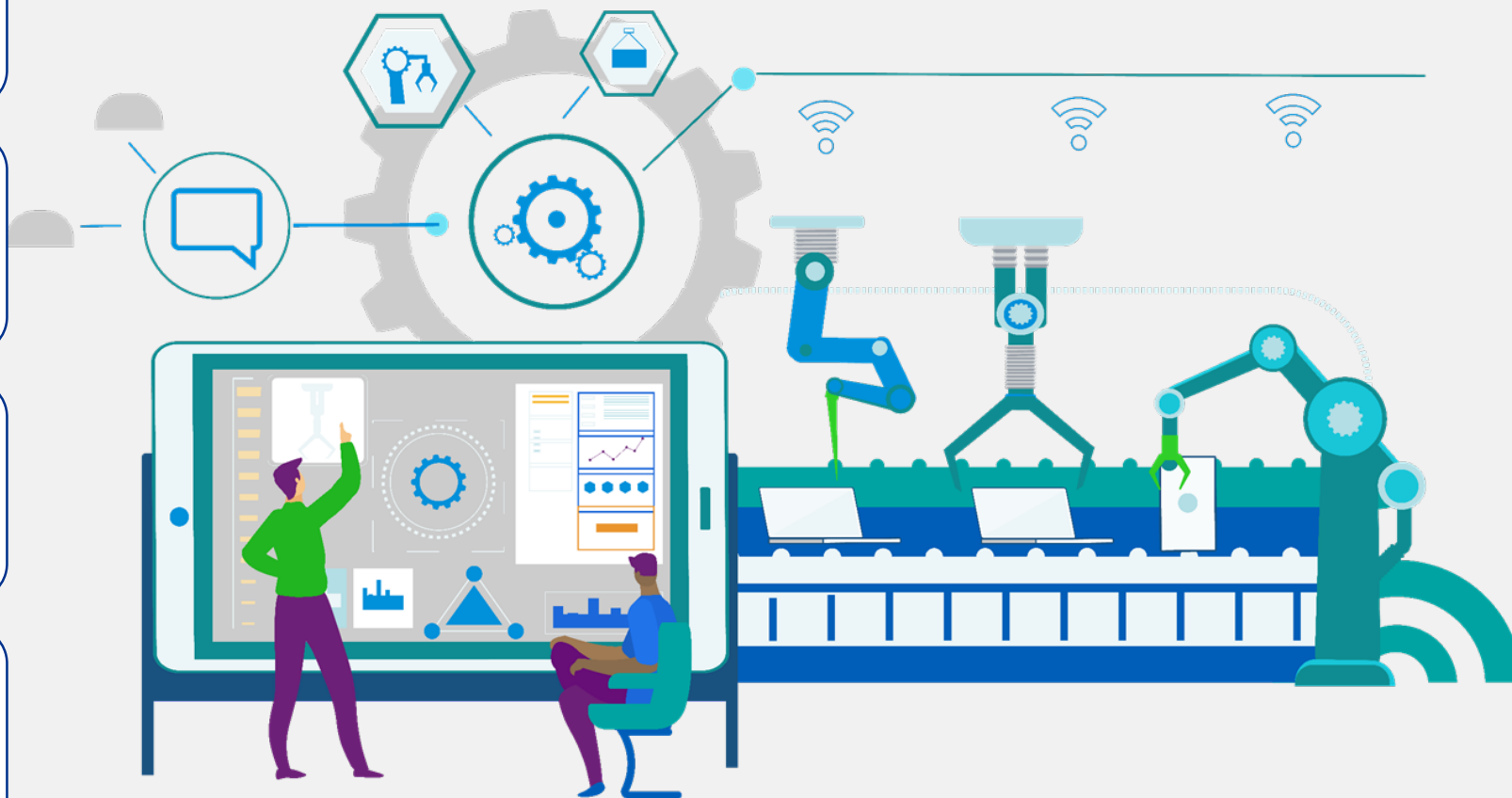


Behind the technology curve

Cloud and robotics the top focus

Technology an imperative to the operating model

A clear link between data and automation



Supplier-centric
procurement
drives supplier
performance and
relationships to a
level that fosters
innovation and
mitigates risks



Driving 26% more
savings

Supplier performance
not measured – 30%
of organisations

Supplier management
clearly defined

Integration to mitigate
risk



Category innovation

unlocks value,
driven by supply
market insights
and predictive
analysis



The need to know what
we spend money on

Big data can solve
supply market
information

Prioritise fewer more
strategic spend
categories

Intelligent automation
will provide insight
around should cost



Insights and Data
analytics are
essential for
category
innovation,
supplier and
customer
focused
procurement



The need to know
what I pay for
products and
services

Contract spend is
key

Shift from manual
exercise – multiple
versions

Becoming data
masters

Descriptive to predictive

Did-cost to should-cost
modeling

Auditing to proactive
compliance monitoring

Reactive sourcing to
automated sourcing



The workforce of the future is driven by a strategy that builds the right talent profile and develops internals skills



Analytical

Relationship
builders

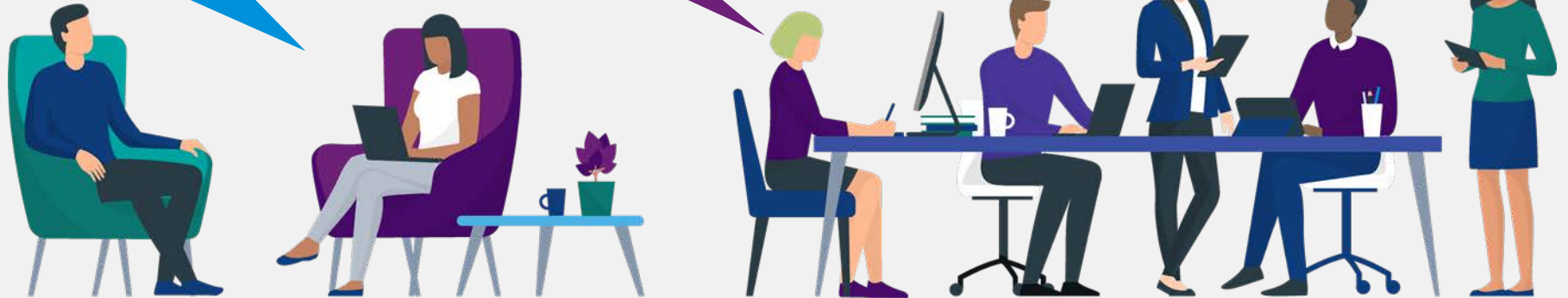
Use of cross
functional
expertise

Technology
conversant

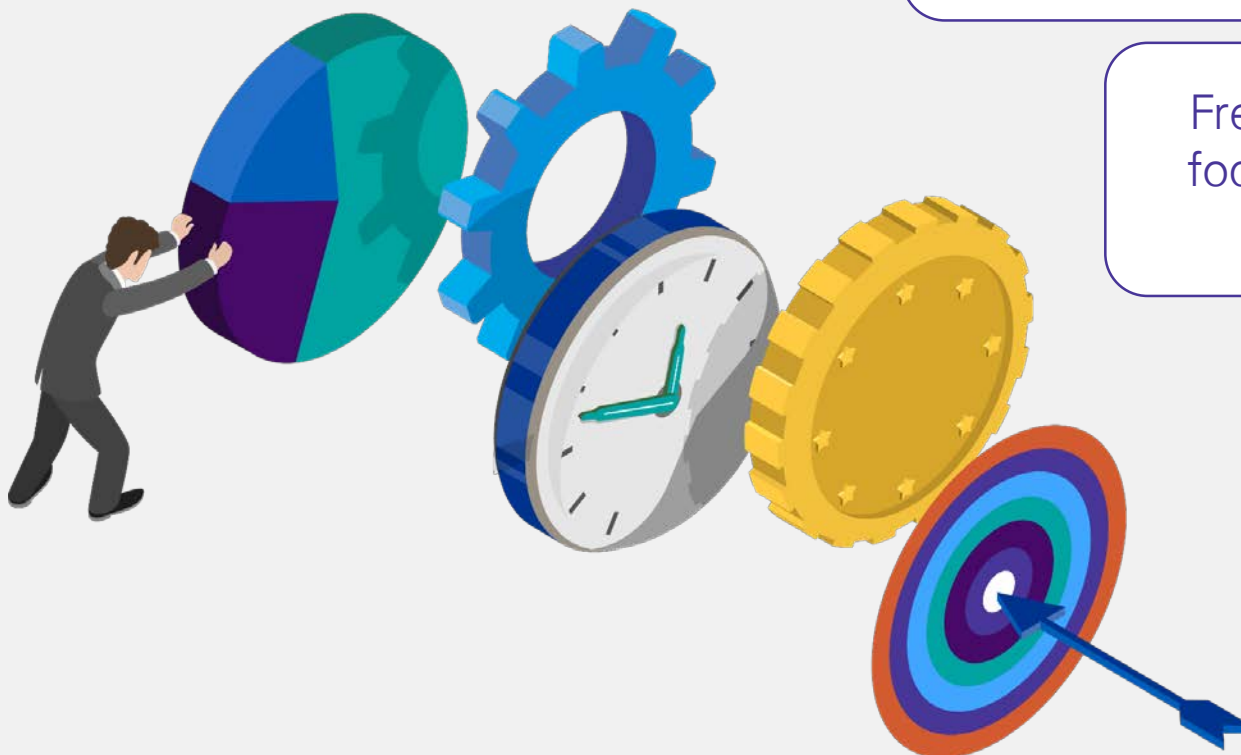
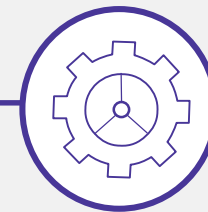
“Citizen data
scientist” and
analytical modeling
capabilities

Cross-function
expertise, improved
business acumen
and negotiation
readiness

“Life-long learners”
who are digital and
technology
conversant



An agile
operating model
will tie it all
together and
enable
procurement
flexibility in the
digital age



Low level tasks
being automated

Free up time to
focus on higher
value add

Operating model no
longer about savings

Suppliers,
customers and other
stakeholders view
on procurement

Where to go from here?

Where you are.....

Your goals...



Questions to consider ...

What business disruptors are affecting us most?

What business questions and decisions should we anticipate to address these disruptors?

What tools and technologies can we implement now for enabling procurement in the future?

How are we enabling our customers to more easily do business with procurement?

How do we engage suppliers to move beyond a sole focus on cost and quality?

How is procurement using external insights, tools, and technologies to drive better outcomes?

What new skills, capabilities and enablers are required to deliver?

How quickly can we leverage automation to optimise procurement

What can we start to do tomorrow?





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