

The background of the slide is a dark, semi-transparent collage. It features several financial charts, including candlestick and line graphs with price axes ranging from 729000.00 to 733500.00. A large, glowing lightbulb is positioned in the center. There are also data dashboards with gauges showing percentages like 25%, 50%, and 75%, and summary data sections. The overall theme is data analytics and procurement.

# NEXT LEVEL PROCUREMENT SPEND CUBE ANALYTICS

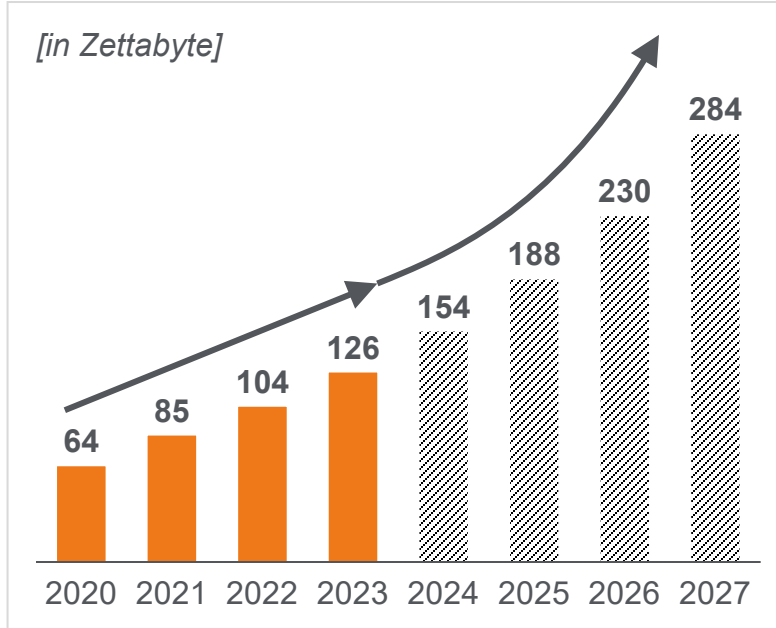
Harvest hidden low-hanging fruits by leveraging big data – fast

**EFESO**  
MANAGEMENT CONSULTANTS

PROCUREMENT  
**INSIGHT**

# Every industry is confronted with an enormous increase of data paired with a high data complexity

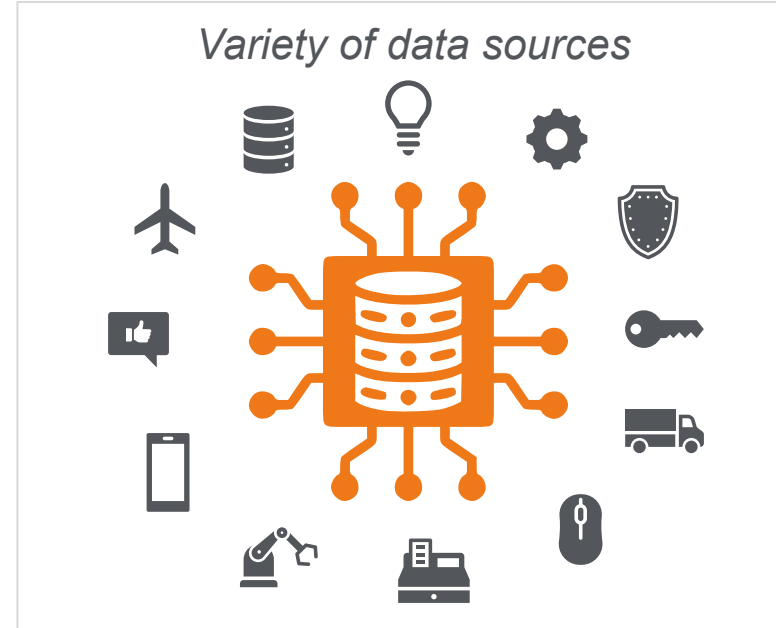
## Global data increase<sup>1</sup>



**Global industries** are experiencing an **unprecedented explosion of data**

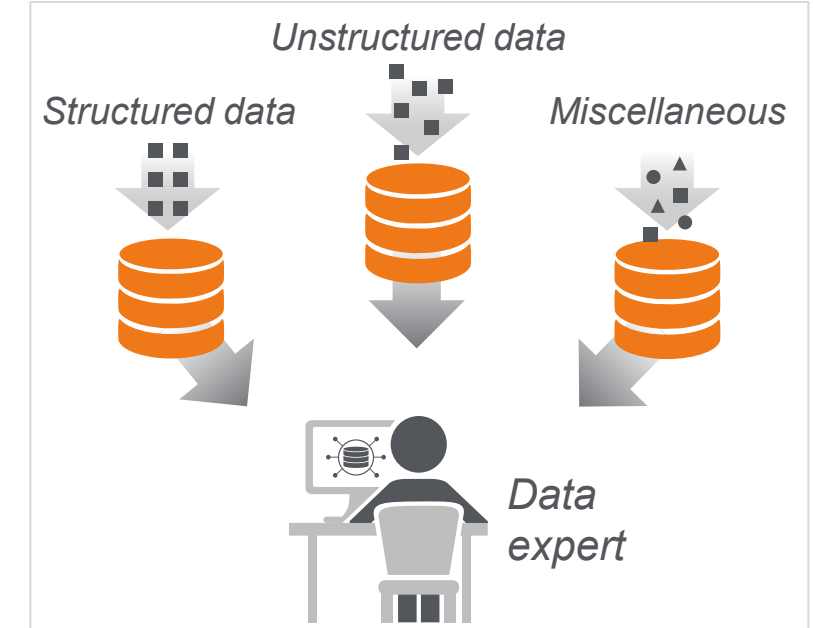
**444% increase** from 2020 to 2027

## Multiple data sources



**Immense influx of new data sources** is emerging, through digitalization, IoT and AI

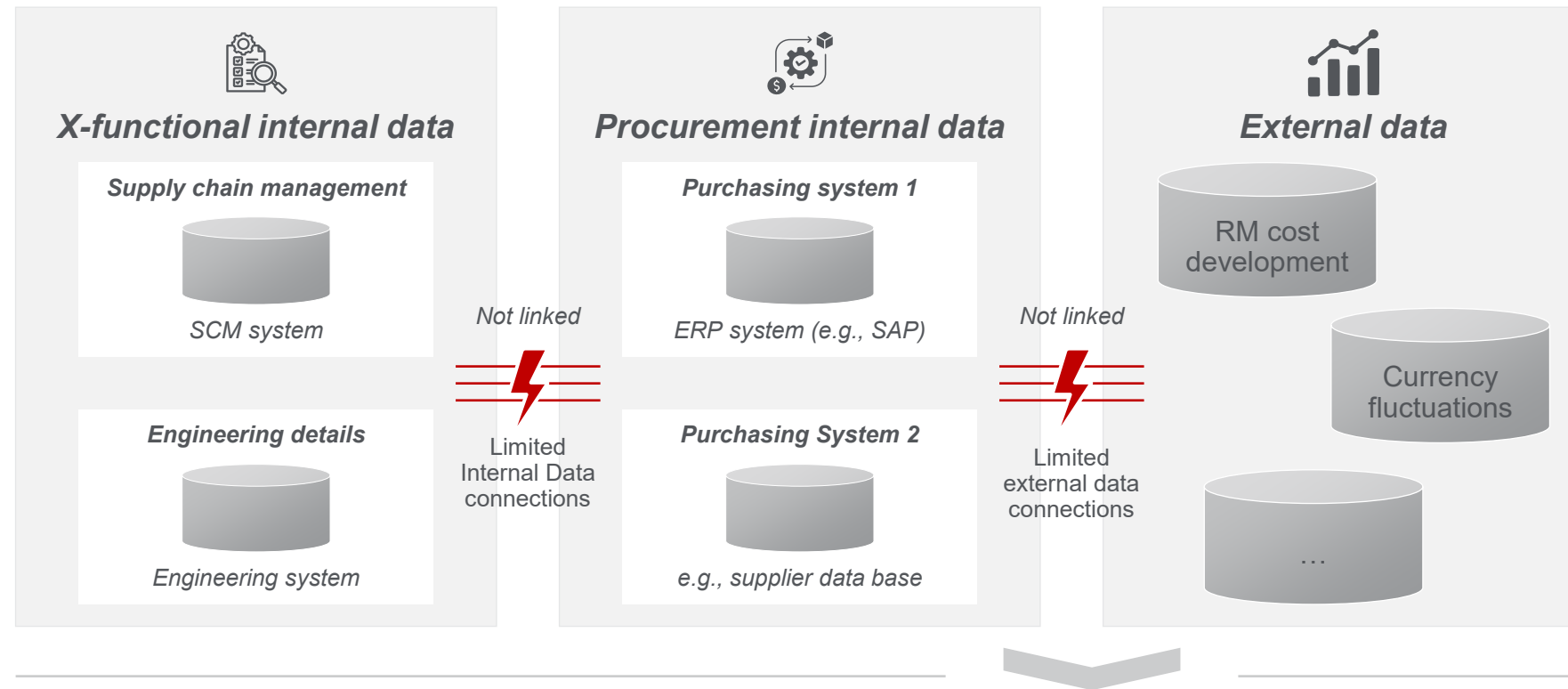
## High data complexity



**High data complexity** requires new **data science expertise** to identify valuable and actionable insights

# EFESO insight: purchasing organizations wasting resources on data management and fail to leverage their full saving potential

## Organizational data sources



## EFESO insights

- Siloed data systems result in fragmented data across departments
- Not connected systems lead to high manual effort
- Insufficient usage of external data for cost savings identification
- Especially purchasing departments struggle to derive actionable insights for savings and strategic sourcing



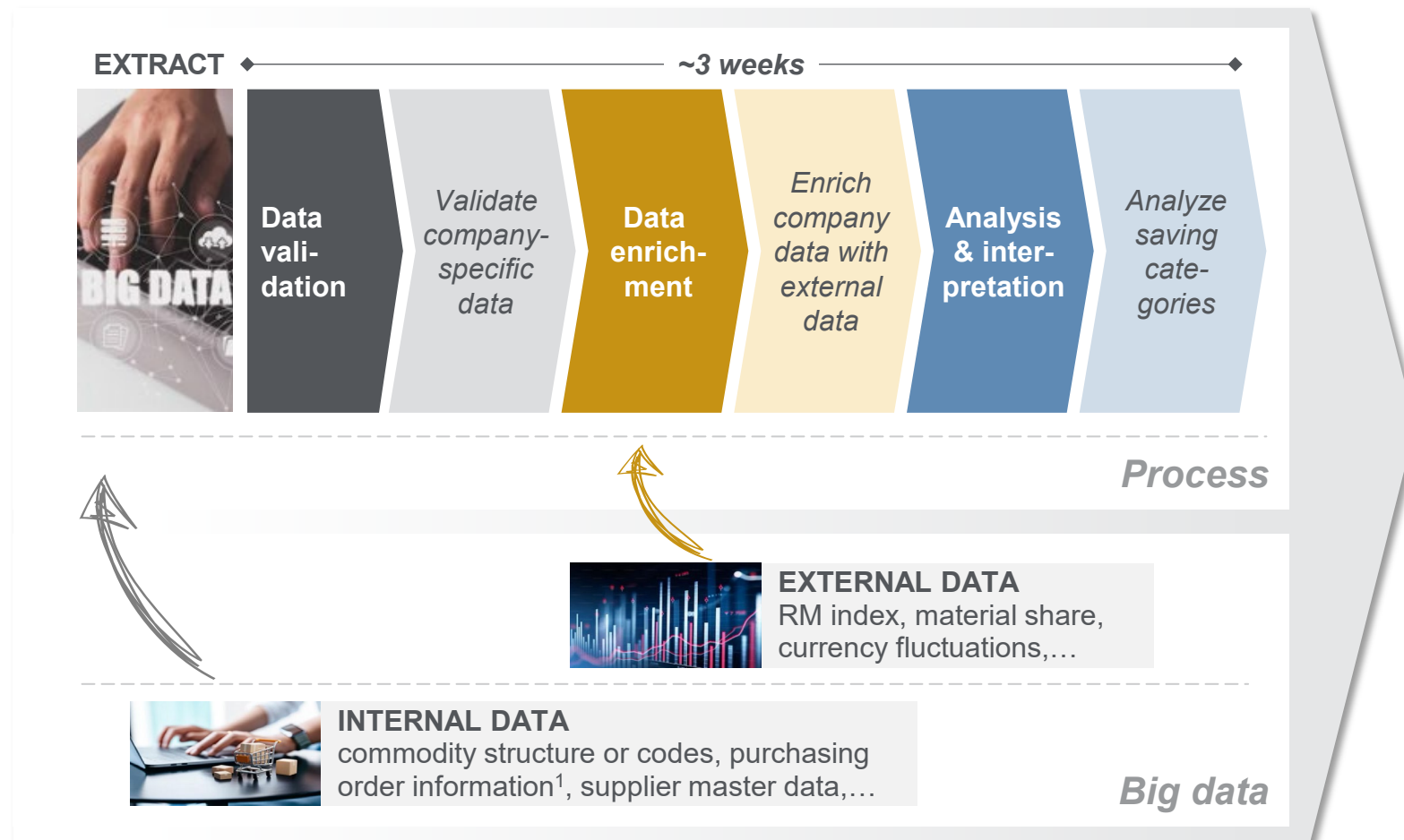
**30-50% wasted FTE resources** for manual data management



**Up to 20% lost saving opportunities** due to unrecognized and unused negotiation levers

# EFESO procurement spend cube analytics: utilizing, structuring and merging data to derive maximum saving potentials on part number level – fast!

## Approach and data sources



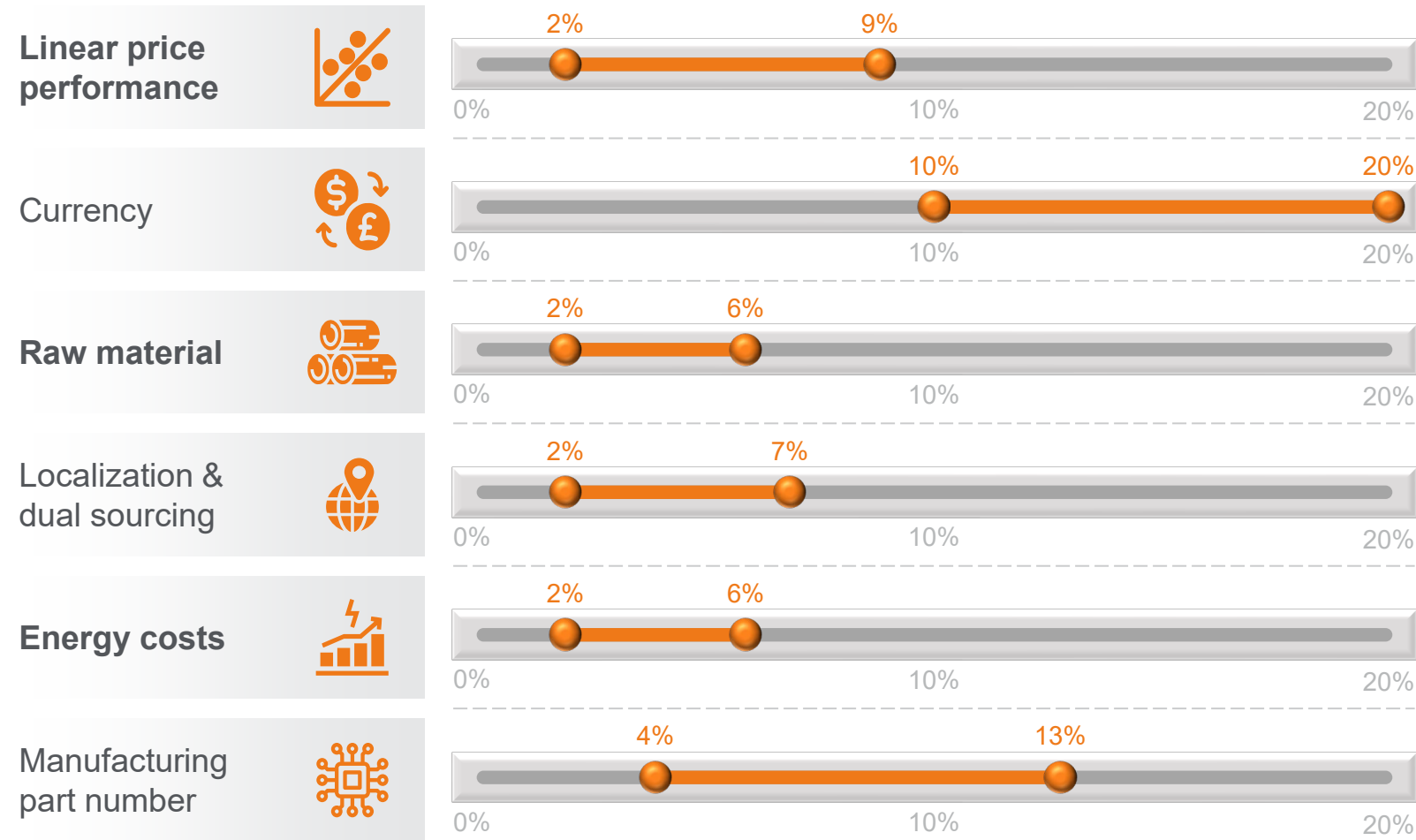
## Savings analytics areas



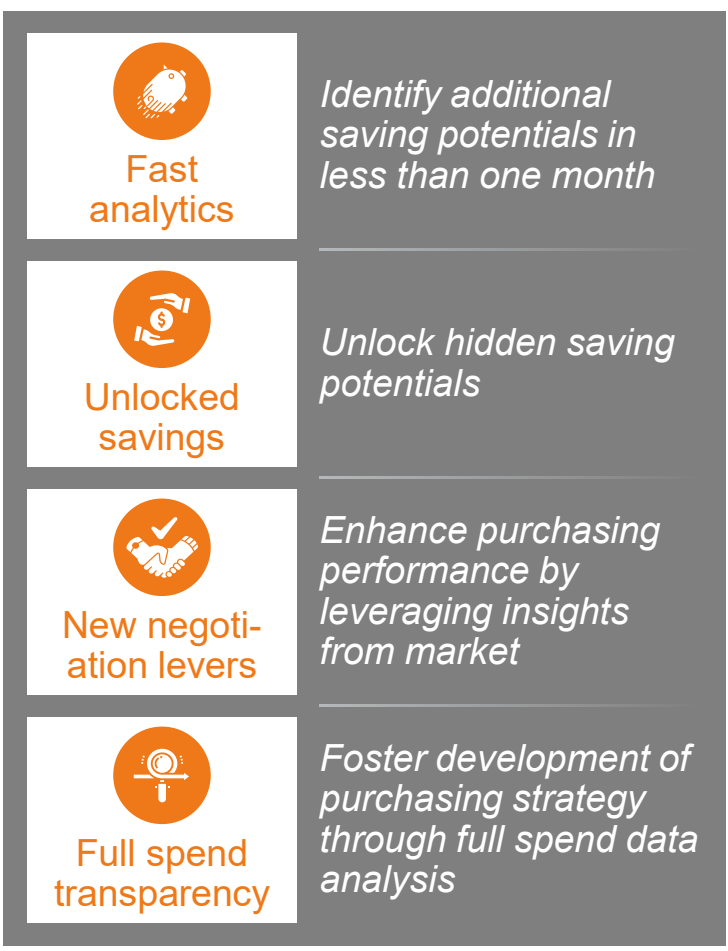
# Realize savings quickly: up to 20% piece price reduction is possible with our approach

## Saving analytics areas

## Typical saving range by category and part\*



## Client benefits



\*Source: EFESO project experience

