



PRÄSENTATION

Expert Talk Agilität im Einkauf – Make It Happen.



PUBLIC INFORMATION

April 8, 2021





1. Titan



A well-established network of extraordinary experts for strategic sourcing.

A boutique consultancy for digitalization, comprehensive solutions, and a sustainable future. We are strategic partners, project managers, implementation specialists and effective communicators.



Procurement consulting



Sales Go-To Market advisory



Strategy Consulting and support



Separation & Post Merger Integration



IT Project delivery (DevOps & testing)



IT Nearshore capabilities from Serbia

www.titan-advisory.com



Exceptional supplier data intelligence - unlocked.

A curated platform for indirect procurement, Swiss made. Supplier discovery, risk ratings, streamlined interactions - entirely plug-and-run.

Titan SIM

Discovery & Collaborate

Power Search, Capability Framework
Compare, Software products, DACH and beyond

Master data & Supplier documents

>500 data points, curated service, up to data
Personalized for your company, contracts, notes

3rd Party Risk Rating & Price Benchmarking

data feeds from market leaders, supplier
self declaration, reporting and analytics included

Add-in Feature

Resource vetting

Workflow + Data Feed

Add-in Feature

Contract review

Workflow + Legal + Sourcing + Projects

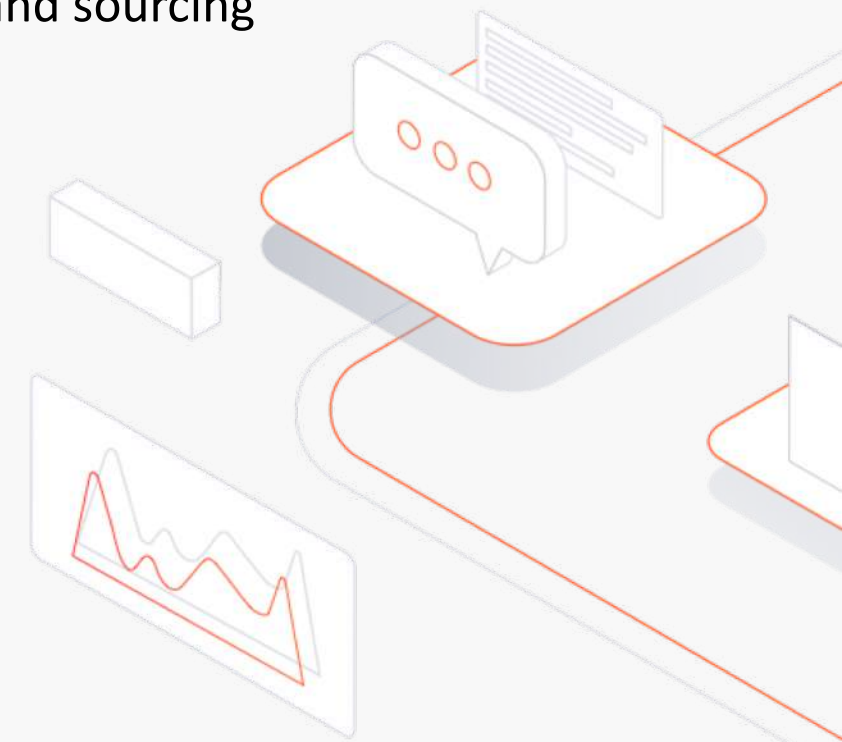
www.titan-org.com

2. Oliver Engelbrecht



Titan Co-Founder, Principal, former Chief Procurement Officer and Startup Director Digital Procurement. Deeply committed to entrepreneurial thinking and customer- and people oriented management.

- Strong Swiss and European Market Knowledge
- Mid-size Procurement organization transformation during several years e.g. within SIX as team- and department head
- Big Deal Outsourcing globally during five years within UBS up to individual Deal volumes of more than 1 billion CHF
- Extensive Supplier base consolidation, contracting framework optimization and sourcing category management experience
- Strong IT background during nearly a decade work experience as global IT Project- and IT Platform Service- & Sales Manager



3. Agilität im Unternehmen



Agile Transformation is happening mainly in IT and hasn't yet reached the Business

Going fully agile is challenging and sticking with waterfall is not an option Leaving many stuck in a Hybrid Approach

Agile Development is more successful than waterfall

Satisfaction with the agile way of working is high with the transformation is low

Leadership and culture are the main success factors. Yet focus is on Processes over People

Team Accountability needs to be improved. But decentralisation of decisions is too hard for many

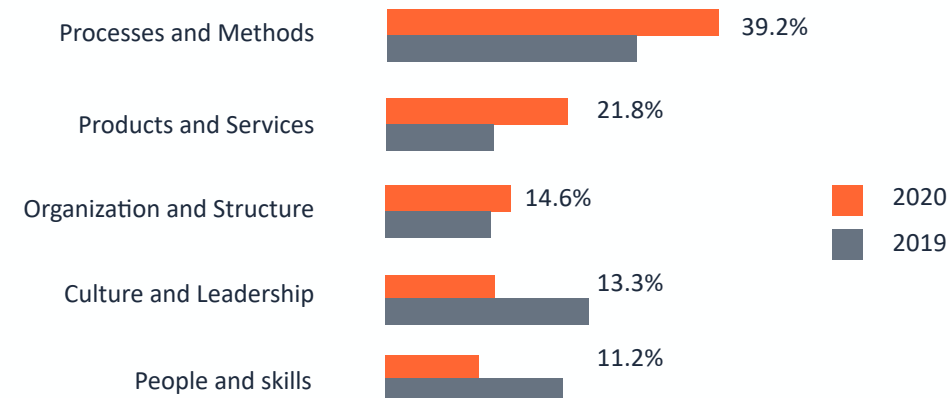


CEO

CIO

Focus of Transformation

Everybody is talking about the fact that an agile transformation is about culture. But in practice the focus is increasingly on processes and methods.



|| Procurement bringt die Outside-in Sicht ins Unternehmen und enabled in vielfältiger Weise Agile Transformation! ||

Oliver Engelbrecht, 8.4.2021

4. Agilität im Einkauf

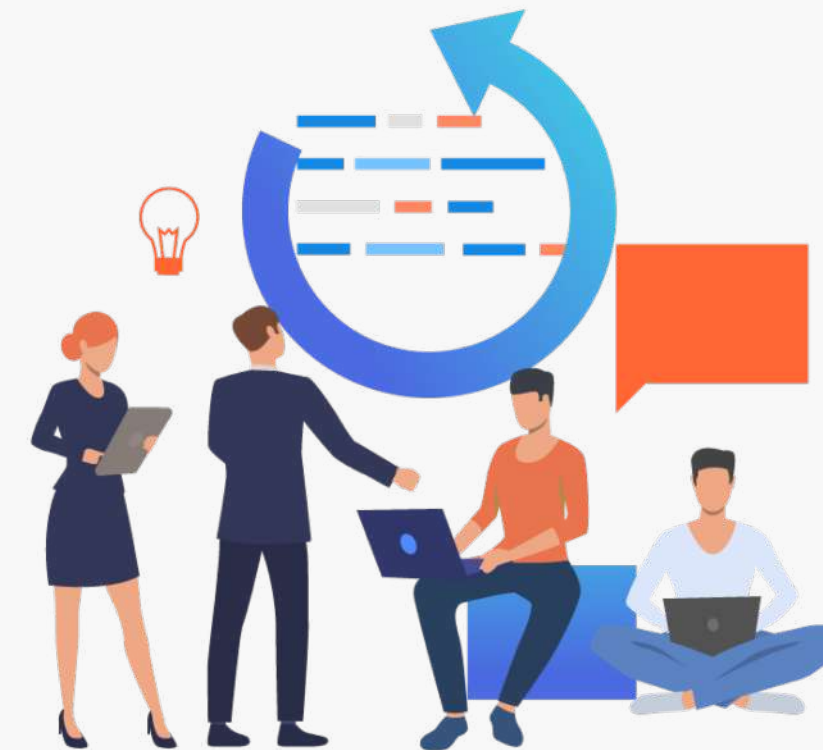


Agile Lieferanten-Verträge



Hinweis: Mittlerweile ist u.a. viel Lektüre, dokumentierte Best Practises und rechtliches Wissen vorhanden. Der Schlüssel zum Erfolg ist jedoch weiterhin persönliche Anwendungserfahrung auf Seiten des Einkaufs, sowie auf Seiten der Bedarfsträger.

Agile Einkaufs-Organisation

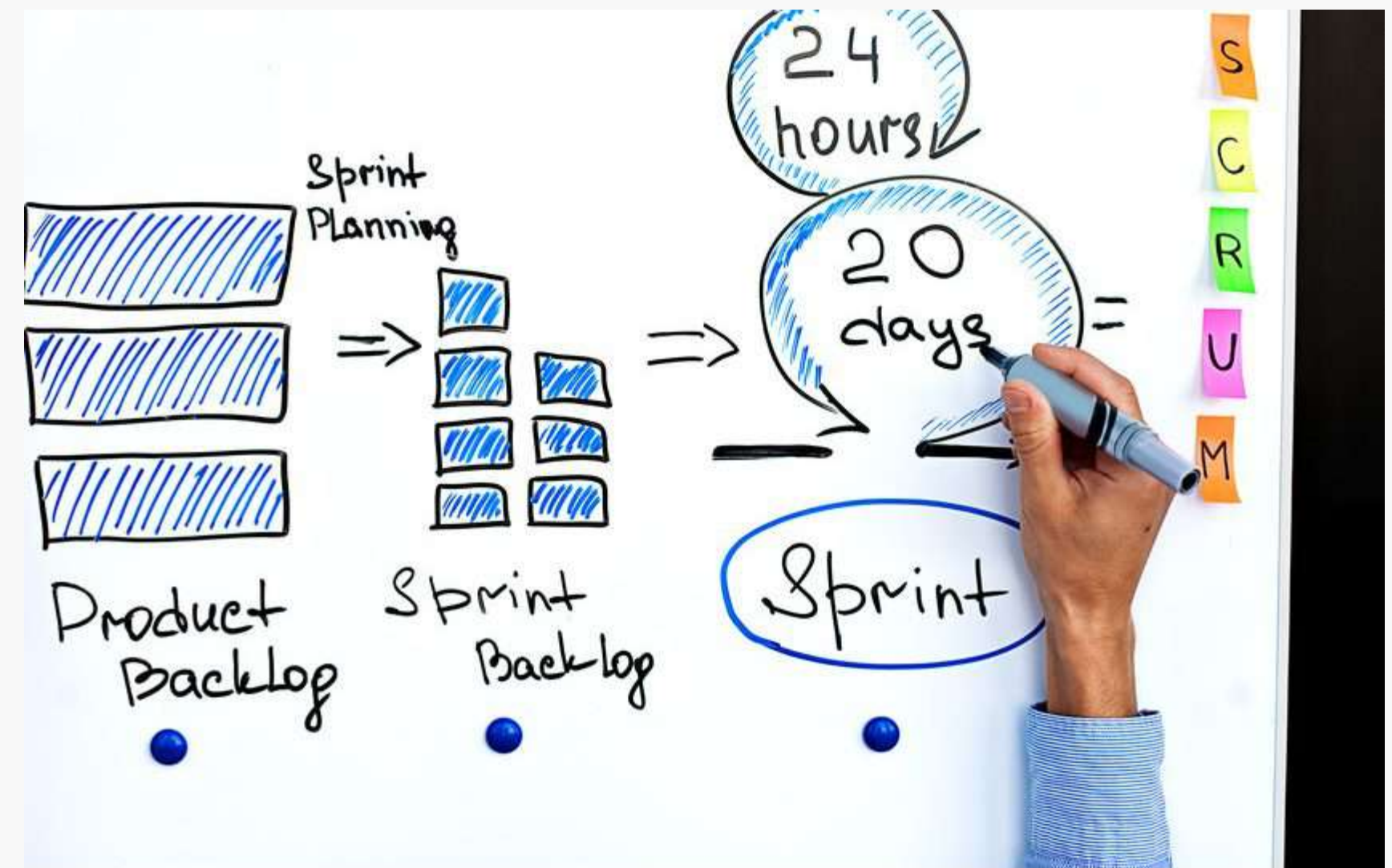


Hinweis: Schlüsselfaktor sind hier insbesondere die Mitarbeiter der Organisation die die Offenheit und den Willen zum Change mitbringen müssen. Man muss Sie auf die Reise mitnehmen und sich erreichbare Etappenziele setzen. Der Weg ist das Ziel.

5. Bedeutung für's Contracting



- A Willingness for Change
- B Projekt-Rahmenvertrag Adaption
- C Projekt-Begleitung durch Einkäufer
- D Best Practises mit einfließen lassen
- E Post-Projekt Reviews durchführen/lernen



► EinkäuferInnen müssen hierfür ausgebildet sein

6. Bedeutung für die Organisation



Culture



Change fördern und anerkennen

Change als Chance sehen

Focus auf die zugehörigen Business Outcomes legen

Talent

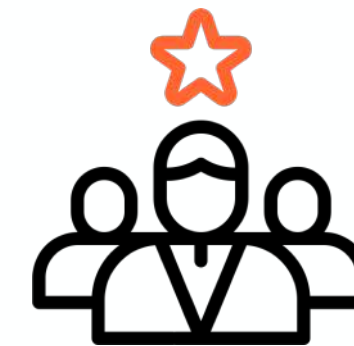


Flexibler Mitarbeiterereinsatz, keine starren Strukturen

Stetiges Lernen und Mitarbeiterentwicklung. Budgets bereitstellen.

Führungsstil auf die Mitarbeiter abgestimmt. Je nach Typ & Notwendigkeit

Leadership



Entscheidung delegieren (nicht zu bürokratisch)

Führung und Change ausgerichtet, d.h. das wird aktiv unterstützt und gewollt

Kalkulierte Bereitschaft Risiken einzugehen (auch monetär (cash-out))



6.a. Marktsicht und Agilitätsgrad



Culture



Talent

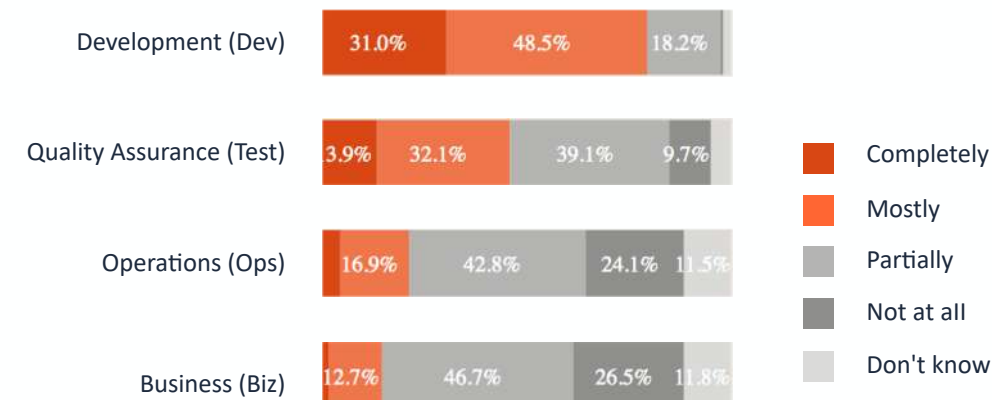


Leadership

MARKTSICHT

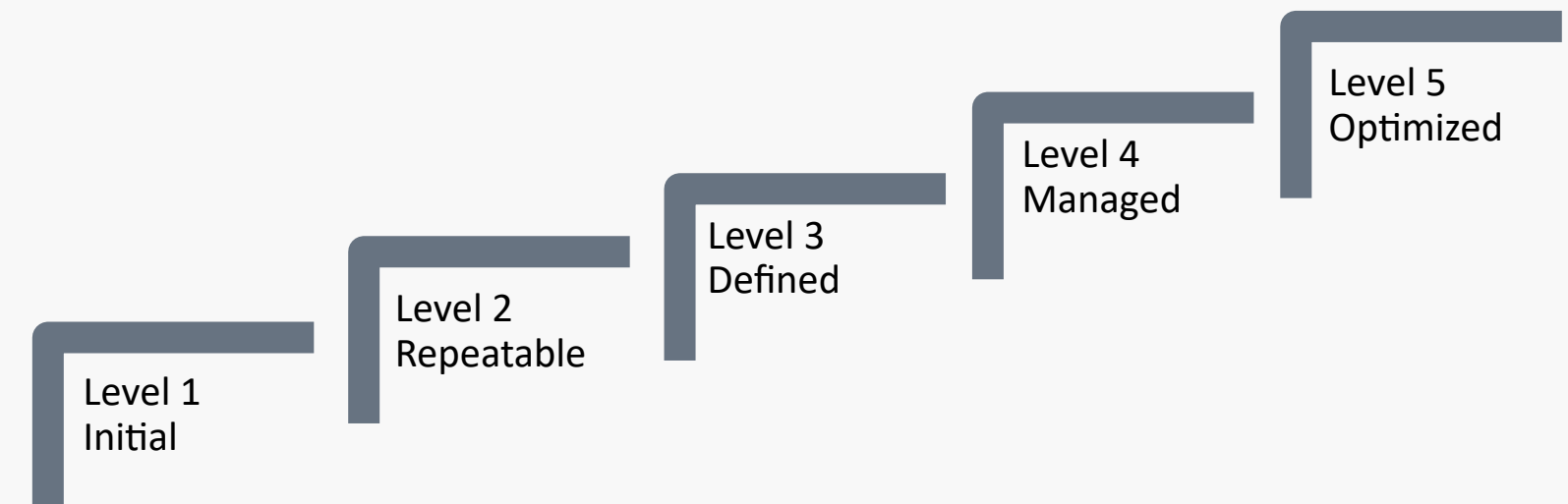
Adoption of Agile*

Agile is prevalent in Development and has been adopted to some extent in Quality Assurance. Operations is slowly catching up.



AGILITÄTSGRAD

Ein CMMi Framework orientiertes Modell wird empfohlen. Dies kann damit sehr einfach in Unternehmensweite Effizienzsteigerungsprogramme mess- und vergleichbar integriert werden.



6.b. Einkaufsorganisationsoptimierung



Culture



Talent



Leadership



Einkaufsstrategie

Struktur der Organisation

Einkaufsprozesse & Methoden

HR Instrumente (wie Entlohnung)

6.c. 2006: Agile Erfahrungen und Best practices

Internal Ecosystem



Office
Communication
Board



CAx
Lead Buyer
Boards



Deal
Approval
Boards

Drivers:

Leverage Internal Knowledge

Shared Risk with related Internal Boards

Starting points for Ecosystem approaches

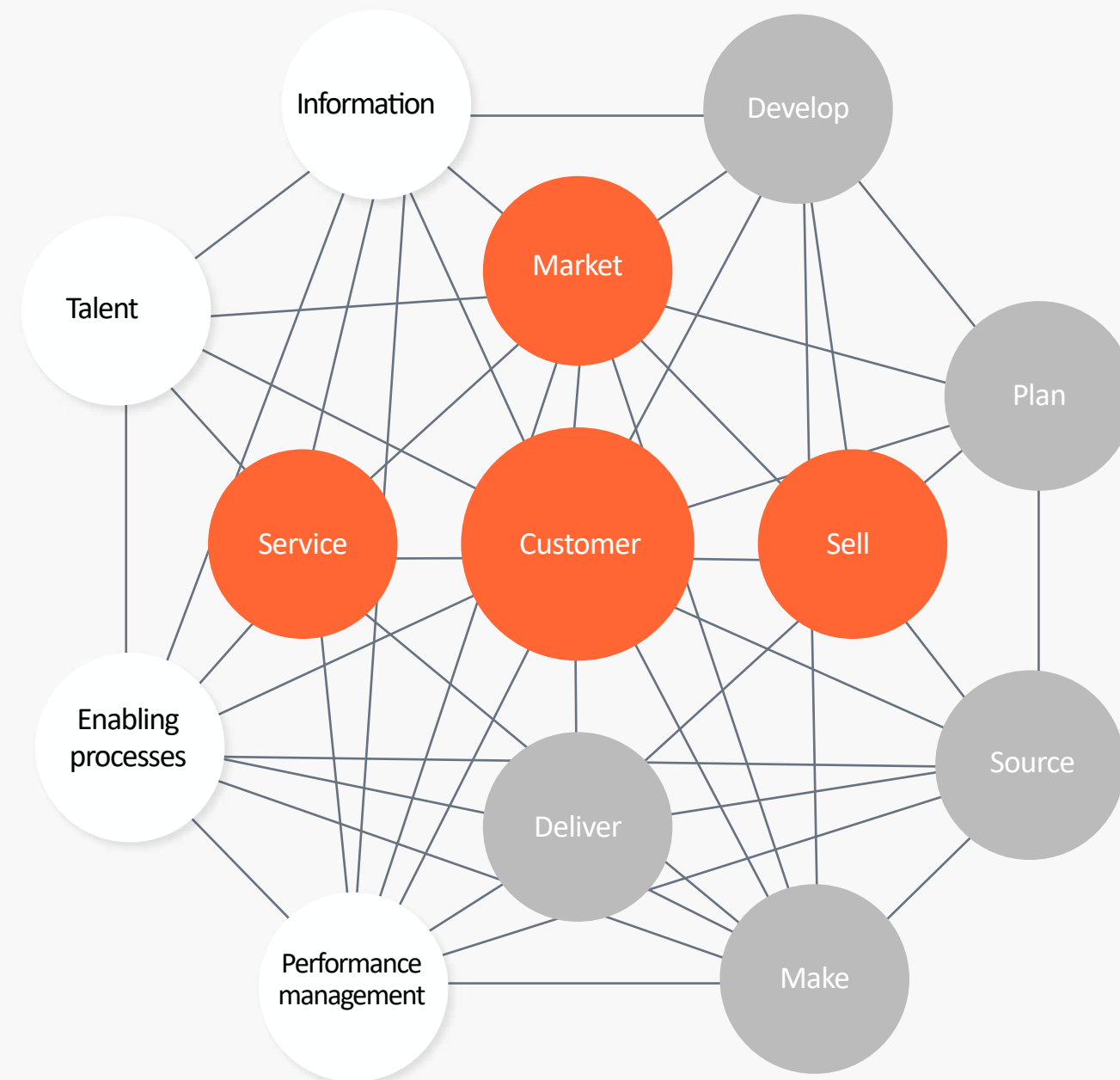
ERP / MSI software solution driven



Mercedes-Benz

6.d. 2020: Agile Erfahrungen und Best practices

Total Ecosystem



Drivers:

Realtime visibility

Continuous Risk Forecasting

Taking advantages of future developments

Ecosystem of Software Solutions

 **The Hackett Group**
World Class Defined and Enabled



7. Start Team Setup & just make it happen!

Nominate

Leadership
Sponsor

Choose

Project Team
(min. 1 FTE Fulltime)

Execute

the pre-defined
Project plan





Vielen Dank für Ihre Aufmerksamkeit.



Titan Solutions AG
Chaltenbodenstrasse 6f
8834 Schindellegi
Switzerland

Oliver Engelbrecht

oliver@titan-org.com

+41 76 2849422

www.titan-advisory.com

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