

# ACHIEVE BEST-IN-CLASS PROCUREMENT DESPITE CONSTRAINED RESOURCES AND A STRICT REGULATORY ENVIRONMENT

“ The human factor is key. Procurement teams need to feel that time invested upfront will pay off on the short or medium term. Today, my Procurement Teams are proud of their tools and processes. They are solicited by internal and external professionals to share their experience. ”



**Dominique ETOURNEAU**  
CPO  
Groupe ADP

## OBJECTIVES

- ✓ Improve company's profitability by optimizing spend
- ✓ Increase spend under procurement management
- ✓ Increase customers' satisfaction by reducing operative constraints
- ✓ Accelerate Corporate Social Responsibility initiatives

## CHALLENGE

- ✓ Do more with the same number of procurement headcounts
- ✓ Transform administrative resources into procurement professionals
- ✓ Heterogeneous practices and KPIs per procurement category
- ✓ Abide by a strict & changing regulatory environment (2014/25 European directive)
- ✓ Preserve ADP's image with its suppliers
- ✓ Ensure sensitive data storage & flow (ISO 9001)

“ Ivalua had the best technical solution in 2013, which is still true today and explains our strategy to progressively activate all remaining modules to achieve full suite. ”

Dominique ETOURNEAU, CPO - Groupe ADP

## BENEFITS



From 40% to 98% of spend under management in 9 years



From 40% of administrative profiles to 100% procurement professionals



Increased productivity of procurement



> 10% savings each year



700 supplier contracts negotiated annually



From 41 to 73 in CSR score in 9 years



2.0 BNE Spend



56% CAPEX / 44% OPEX



3,100 Supplier



65,000 Orders/Year

## SOLUTIONS SELECTED



Supplier  
Management



Sourcing



Contract  
Management



Procurement



Invoicing



Strategy &  
Analytics

## EMPOWERED

- ✓ Process automation: automatic compliance alerts, payment & penalties dispatch
- ✓ Supplier masterdata & legal documents centralization
- ✓ Dynamic follow-up of spend & of procurement performance
- ✓ Procurement savings recognition by Finance controllers
- ✓ A, simplified, controlled and digital S2P process

## ABOUT GROUPE ADP

Groupe ADP is a world leader in airport design, construction and operation

- ✓ Founded in 1945
- ✓ €4.5 billion in FY 2018 revenue
- ✓ Approximately 25,000 employees worldwide
- ✓ Headquartered in Paris
- ✓ Operate 25 airports worldwide



THE PROCUREMENT EMPOWERMENT PLATFORM  
REALIZE THE POSSIBILITIES

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