

FINANCIAL CASE STUDY



Main

- Italy's largest bank
- 11 Countries
- >6 B€/year
- >65K suppliers



Issues:

- Segregated data
- Duplicated suppliers
- Lack of transparency
- Classification not granular



Goals:

- Centralized spend analysis of UBIS, UCB (Italia), BACA (Austria), HVB (Germany), CEE
- Supplier normalization
- Procurement performance tracking

TSV – Spend Analysis

- Definition and implementation of a new global taxonomy within 1 year (3 waves: Italy – Germany/Austria – CEE)
- Few days of effort for Unicredit domain experts
- Effective Supplier Normalization (6% supplier reduction) with DUNS enrichment

Web Cockpit

- Data Quality
- Cost avoidance on negotiated contracts
- KPI tracking
- grey negotiations tracking

Procurement Information Tool (PIT)

- Demand planning
- Centralized forecast
- Ongoing e planned negotiations analysis