basware
Simplify Operations, Spend Smarter.

WEBINAR & PANEL:

FUTUREPROOFING YOUR S2P STRATEGY: SOLUTION ECOSYSTEM VS. SINGLE SUITE

Hosted by Executive Leaders Network

YOUR SPEAKERS TODAY



Guest speaker:
Duncan Jones
Vice President,
Principal Analyst,
Forrester



Panelist:
Magnus Bergfors
Global Business Director
Basware



Panelist:
Sammeli Sammalkorpi
CEO
Sievo



Panelist:
Michael Carter
AVP PreSales North America
SirionLabs

AGENDA

01 **Keynote by Duncan Jones:**
Ecosystem strategy vs. single-suite approach

02 **The Basware perspective by Magnus Bergfors:**
What an ideal ecosystem architecture can look like

03 **Panel discussion with Forrester, Basware, Sievo and SirionLabs**

04 **Live Q&A to address your questions**

Four trends are changing Procurement's role & priorities



ESG & supplier risk become strategic priorities



Innovation ecosystems replace cost-optimized supply chains



Self-service creates buyers outside of procurement.



AI-powered software transforms procurement.

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Omnisuites fail to deliver the omniscience they promise.

The ERP era is over, the future is eclectic, multi-platform



Source: http://religionnerd.com/wp-content/uploads/2011/04/Earth-in-hands2.jpg

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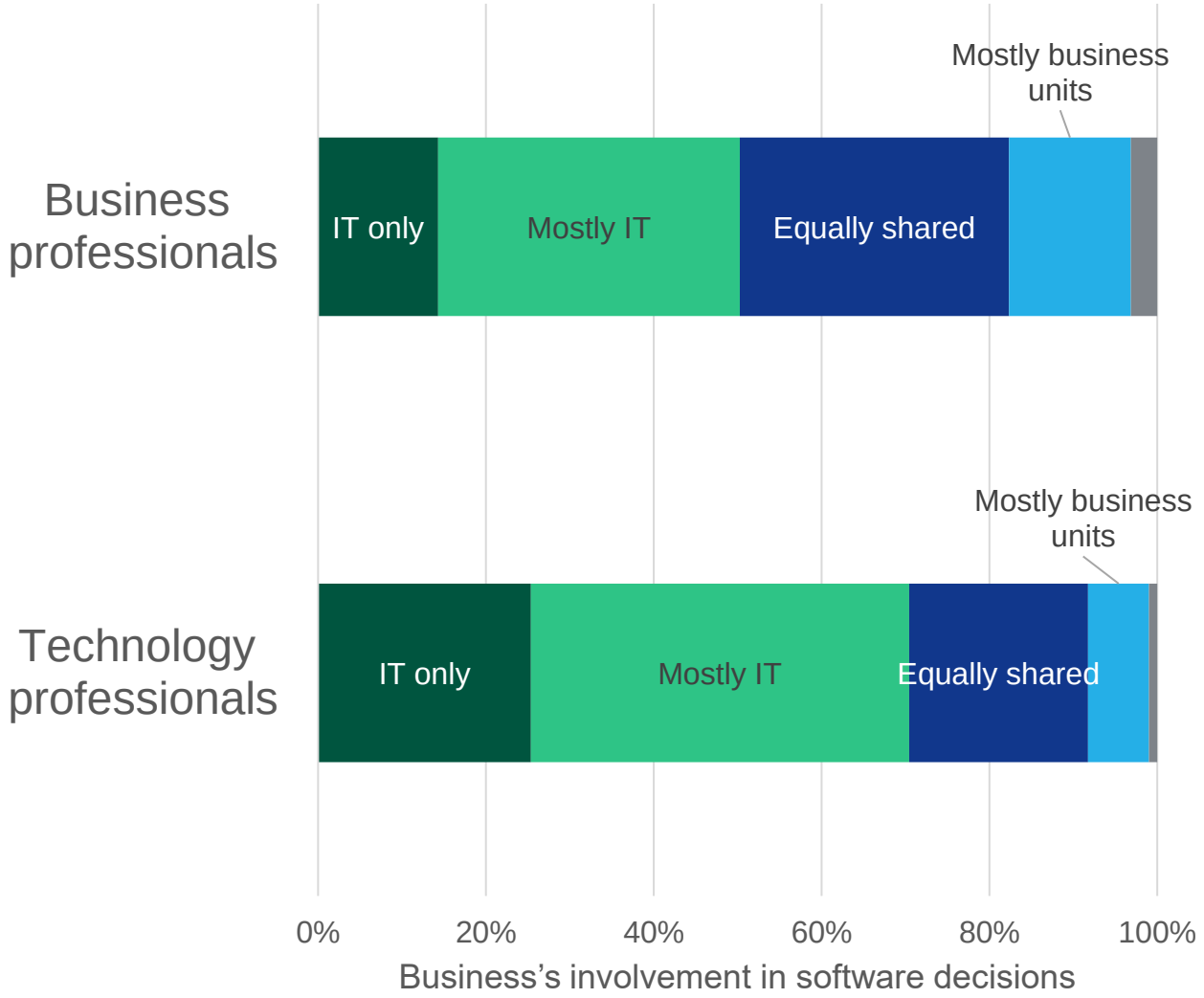
Your success, your software decision

Business professionals increasingly drive crucial software choices

Reasons given include software's importance (40%), customer expectations (32%) and their increased understanding of IT (31%).

Only 31% rate their current business applications as Advanced, compared with 51% of IT respondents

How is ownership of the budget/purchase decision shared between business units and IT in your organization?

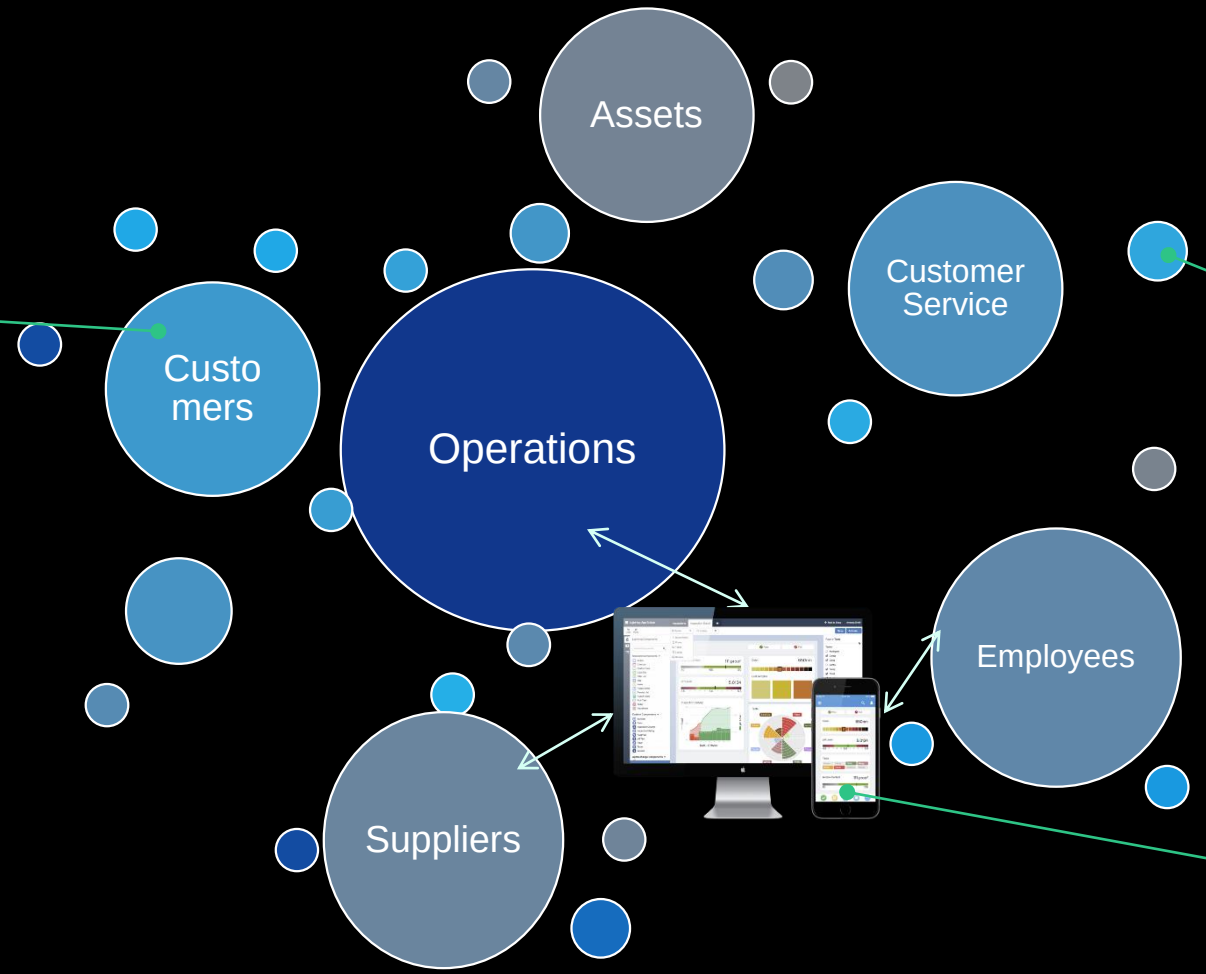


Source: Forrester's Business Technographics Software Survey, 2020

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Combine specialist platforms & their ecosystems

Domain-specific application platforms



Ecosystem of pre-integrated specialist solutions

Custom apps combine data for specific use cases

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Supplier Value Management (SVM) combines multiple software segments

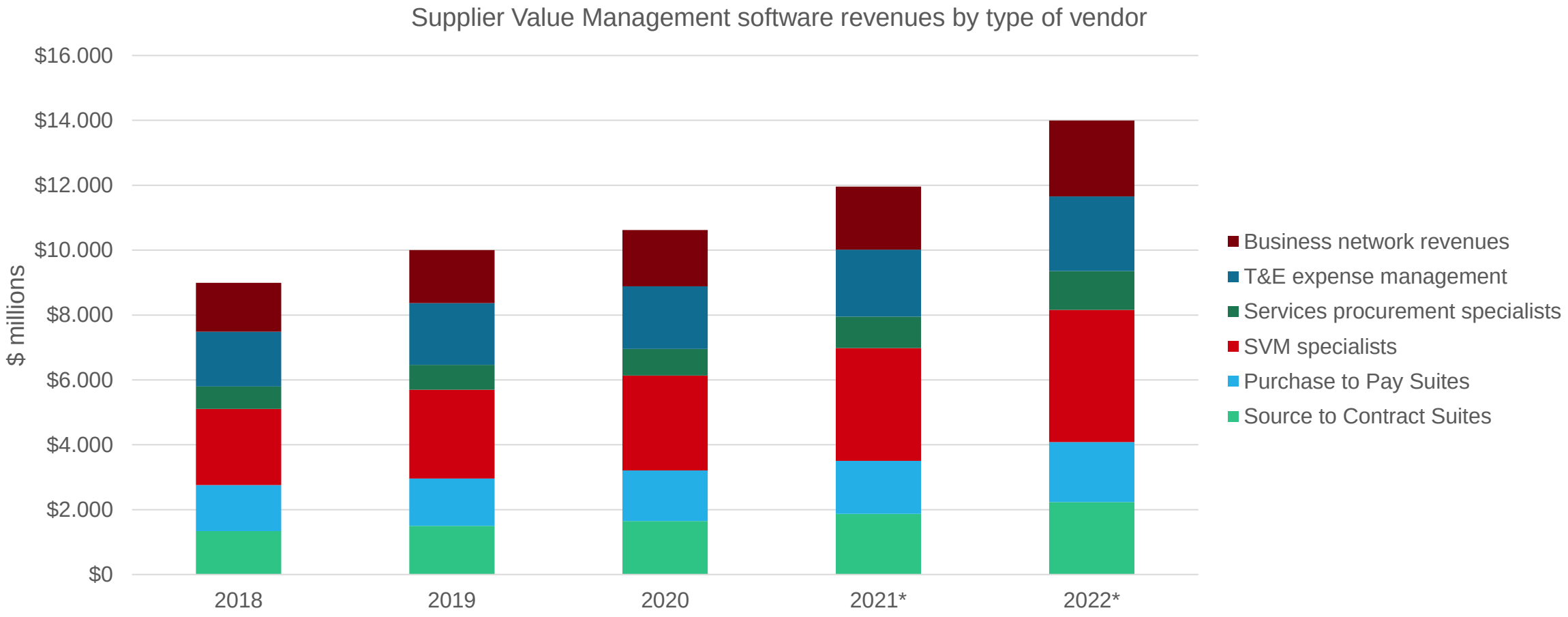
Assemble your SVM solution from platforms and their ecosystems



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SVM specialists help drive 12% market growth

Specialists' market share grows despite continuing acquisitions by suite vendors



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Modern smart SVM software will enable & empower

Enabling skilled professionals to better address business's strategic priorities such as Innovation & ESG



Automate tasks



Prioritize action



Optimize decisions

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AI powered Alert-up Examples

Triggering management action

Prescriptive, suggesting what to do to fix the problem



Imminent supply shortage



Profligate spending



ESG opportunities



Duplicate invoices



Invoice price errors

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Domain expertise is key for best smart applications

Vision & creativity to see how AI could solve your toughest problems

Knowing where to find the necessary data



Vision & creativity

- Understanding which are your toughest problems
- Imagination to see how AI could help solve them



Data

- Knowing where to find useful data
- External sources, real time on demand, not just your transaction history



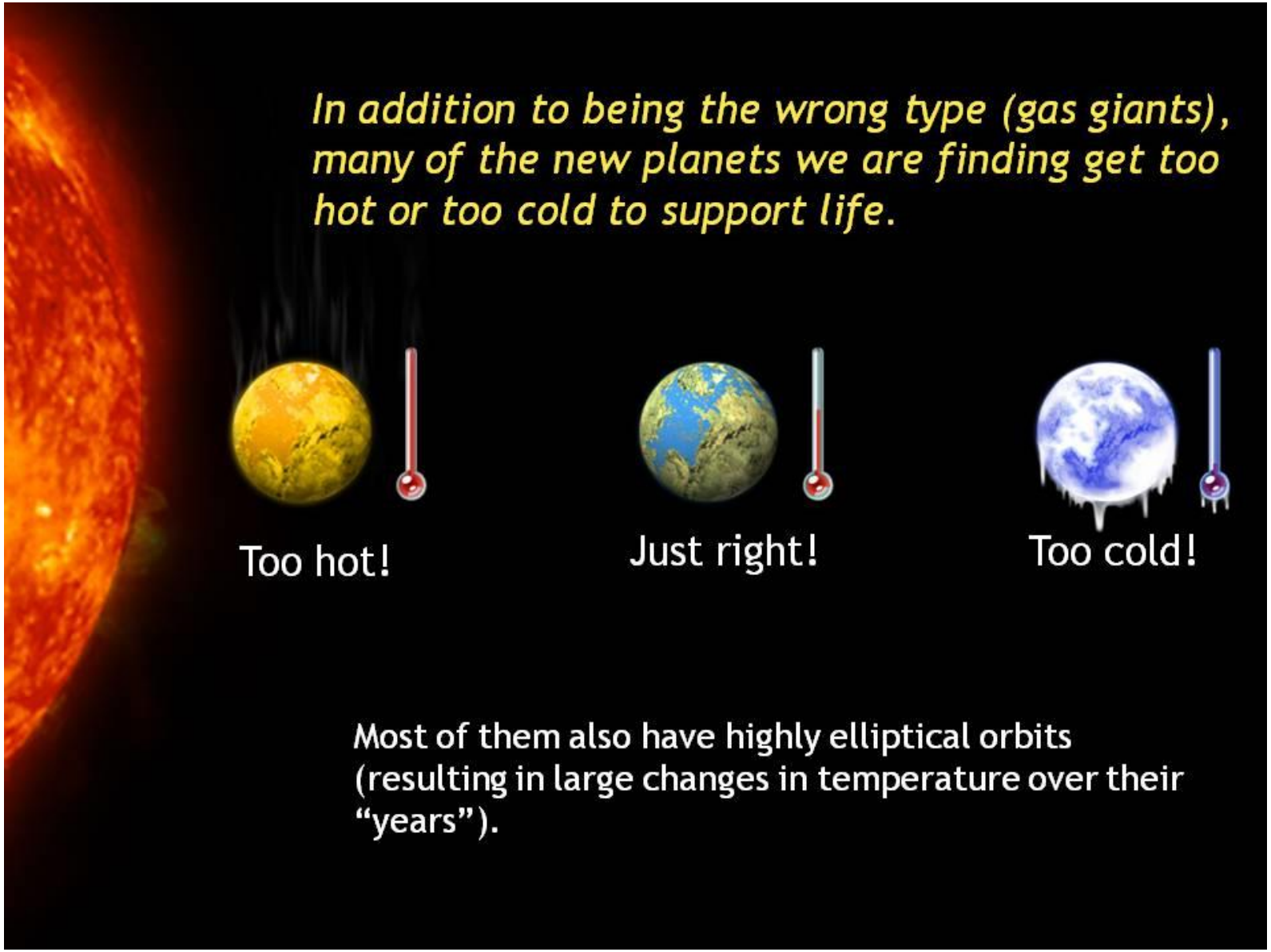
Community

- Combining best practices from many customers
- Integration with customers' & suppliers' systems

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Find your ‘Goldilocks’ zone

Simpler, centralized, homogenous organizations may need fewer platforms than complex, federated ones



Platform standardization Goldilocks zone

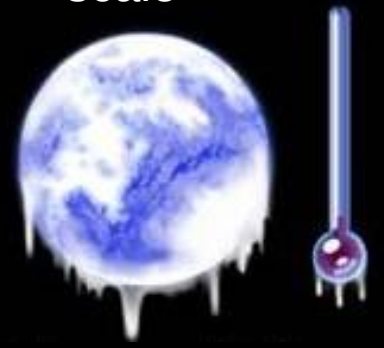
Best-of-breed, business autonomy, agile & creative



A few domain-specific platforms, with custom apps that analyse data from many sources



Omnisuite platform, unified data model, UI consistency, economies of scale



Federated, heterogeneous, advanced

Centralized, homogeneous simple

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Summary recommendations

- Implement modern smart SVM tools to liberate your teams to address their new priorities
- Persuade IT colleagues to embrace Forrester’s vision for eclectic business applications strategies that combine specialist platforms and their ecosystems
- Look for platforms whose success has, like gravity, attracted an ecosystem of technology, content, and service providers
- Put vendors’ domain-specific AI capability at the center of your evaluation

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S2P ECOSYSTEM WITH BASWARE CORE

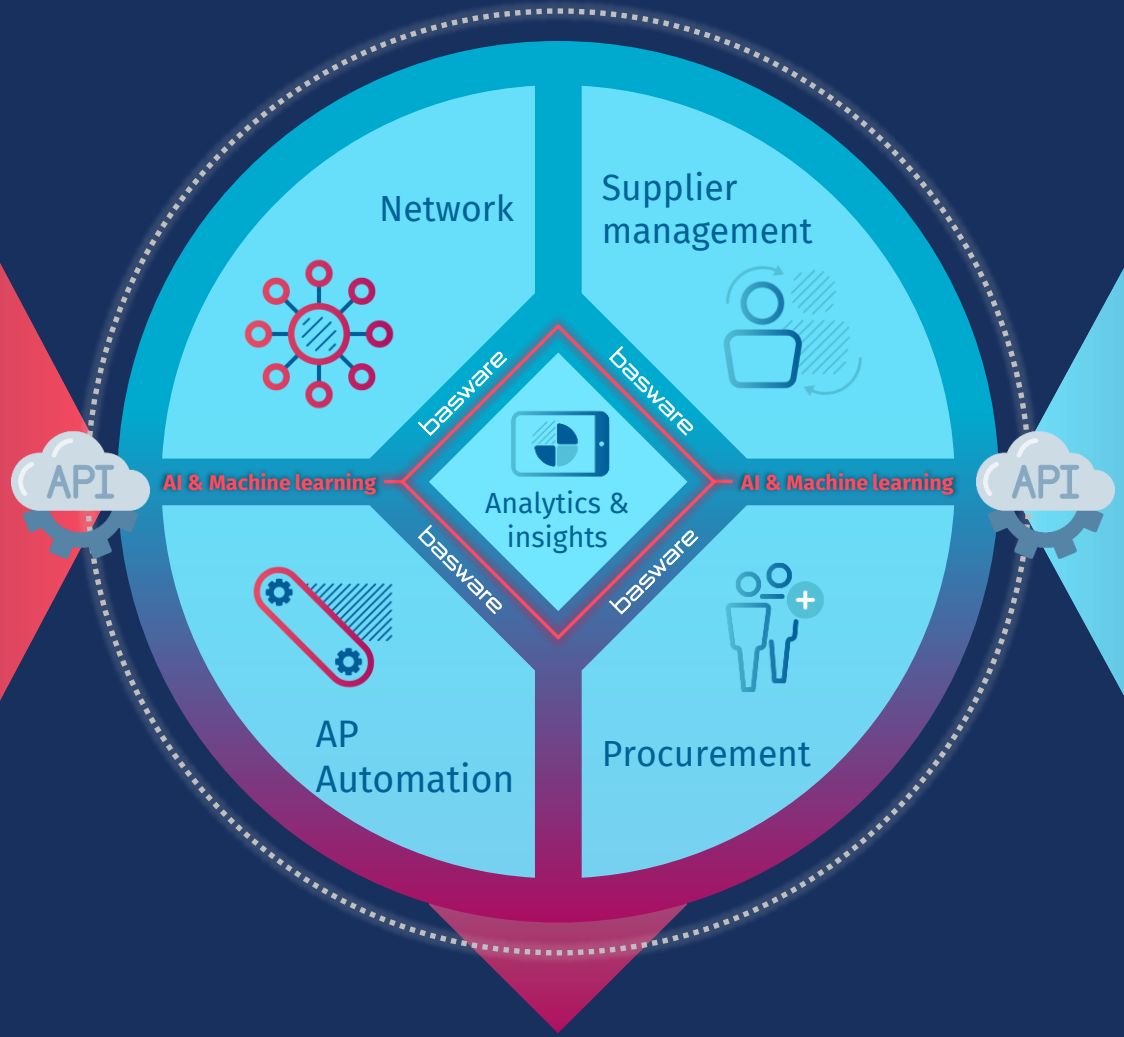
API connections

+220 interops

B2G networks

Regional partners

Open network:
partnerships / expansion



Vendor Risk Management

Spend Analytics

Specialised Procurement

Sourcing

Contract Lifecycle Management

Contingent Workforce Management

Open philosophy:
Pluggable specialist solutions and 3rd party coexistence

PANEL DISCUSSION:
ASK YOUR QUESTIONS IN THE CHAT



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THANK YOU FOR ATTENDING!

To learn more,
download the Guide:
bit.ly/PrepareForP2P

