

Pentair with Sievo.

Pentair Case Study
Spend Analysis

Sievo

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Spend Analysis

"Sievo Spend Analytics tool is an outstanding solution that enabled us with efficient spend analytics that we have struggled to do in the past. It has vastly improved our process efficiency as it reduced the cycle time of category managers for spend analysis from weeks to just minutes. This process efficiency is seen in various areas of the supply chain organization which makes it, overall, a great experience."



ALAN HARRAH
Vice-President,
Global Supply Management

PENTAIR
Minnesota, US
Industrial and Mechanical Engineering
19,000+ employees
www.pentair.com

01. Starting point

Objective

To have a solution that is simple, intuitive and will allow category leads and managers to do independent spend analysis with same set of numbers globally

Challenges

- Former technology used was stagnant and did not evolve enough to keep up with the technology development
- The former solution offered a complicated, complex tool that was not intuitive
- Spending weeks on spend analytics to figure out spend and align the gaps and missing pieces with different business units
- Not enough visibility on several key metrics

Key Metric Measured

- Spend classification
- Payment terms
- Supplier consolidation

02. Why Sievo

Pentair has selected Sievo as their global solution because of their best-of-breed procurement analytics capabilities. This, backed up with strong customer focus, responsiveness and flexibility to meet their needs, is the reason why Sievo has surpassed Pentair's prior solutions capabilities.

- Learned about Sievo from a leading analyst company
- Deemed to have the best technology after a lengthy benchmarking, discussion and assessment
- Global capability and experienced player
- Responsive to needs, agile and flexible, with multilingual capabilities
- Strategic partner who continues to support Pentair in accomplishing their plans with supply management

03. Solution & Roll Out

Pentair took the approach in selection process that involved different business stakeholders, and key users.

Because of the intuitive and easy-to use features of the Spend Analytics tool, Sievo training was conducted in just less than two hours. Employees were more engaged even giving their suggestions and feedback. They easily adapted to the powerful tool, using it as a standard solution for doing their sourcing activities. With agile implementation approach, Sievo was implemented globally in just two months for both Spend Analytics and Contract Management.

"We have selected Sievo as our global solution for spend analytics and contract management for their best-of-breed procurement analytics capabilities. Sievo has backed up their promise of strong customer focus, flexible and agile solutions to meet our needs and has become a valued business partner that has significantly surpassed our prior solutions capabilities and responsiveness."

— ALLAN HARRAH

04. Results

- Dramatic improvement on spend accuracy both from a classification and supplier rationalization perspective
- Category managers were able to identify and drive savings opportunities, supplier consolidation activities, and payment terms improvement efforts
- Pentair was able to look at weighted lead time as an opportunity to reduce inventory with suppliers by improving lead times at minimum order quantities
- Spend visibility also gave the opportunity to consolidate suppliers with over **10%** improvement this year
- Over **90%** accuracy in spend classification
- **\$15M** working capital improvement through negotiation in payment terms



ABOUT PENTAIR

Pentair is a global leader in water, fluid, thermal management and equipment protection dedicated to building a safer, more sustainable world by delivering industry leading products, services and solutions.

Pentair strengthened its global presence in fast growing regions, including China, Latin America and Middle East.

Sievo is a leading procurement analytics SaaS-based solution company that provides spend visibility, but also goes way beyond that. We help our clients identify opportunities, translate these opportunities into projects, embed created value into budgets and ensure that savings truly hit the bottom line. We speak the language of procurement and also translate numbers into the financial view.

Our solution is used by thousands of users in best-in-class procurement organizations, such as Deutsche Telekom, ISS and Kellogg's. With our clients, we don't stop at backward-looking reporting but deliver more by creating forward-looking forecasts and comprehensive analytics. We combine internal information with external data sources. With Sievo, human input and machine learning technologies are integrated together. In short, we translate procurement data into dollars.

Since our founding in 2003, we have experienced rapid, profitable and self-financed growth. Currently we employ more than 100 professionals and have offices in Europe and US.

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