Spendency

Why do so many organisations fail to get proper value from their Spend analysis or BI solutions?

Nils Lundgren and Arvid Fredin

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The following hour will be hosted by Nils and Arvid from Spendency

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Since Spendency was launched it has acquired over 110 clients

Spendency's clients are both small and large organisations. Many of the most well respected Nordic brands uses Spendency

SL
MYCRONIC
Manpower
SB
Svenska Bostäder
swedavia
SWEDISH AIRPORTS
SAS
Länsförsäkringar
PEAB
ICA
LANDSTINGET SÖRMLAND
JÖNKÖPINGS KOMMUN
LKAB
LUNDS UNIVERSITET
UNIBET
KLÖVERN
SJ
RAGN-SELLS
En del av kretsloppet
HELSINGIN YLIOPISTO
HELSINGFORS UNIVERSITET
UNIVERSITY OF HELSINKI
Parks and Resorts
SCANDINAVIA
BE
BE GROUP
Axfood
whistl
TELE2
ThermoFisher
SCIENTIFIC
Riksbyggen
Rum för hela livet
SCA
Care of Life
skandia
Ladbrokes
SVENSKA SPEL

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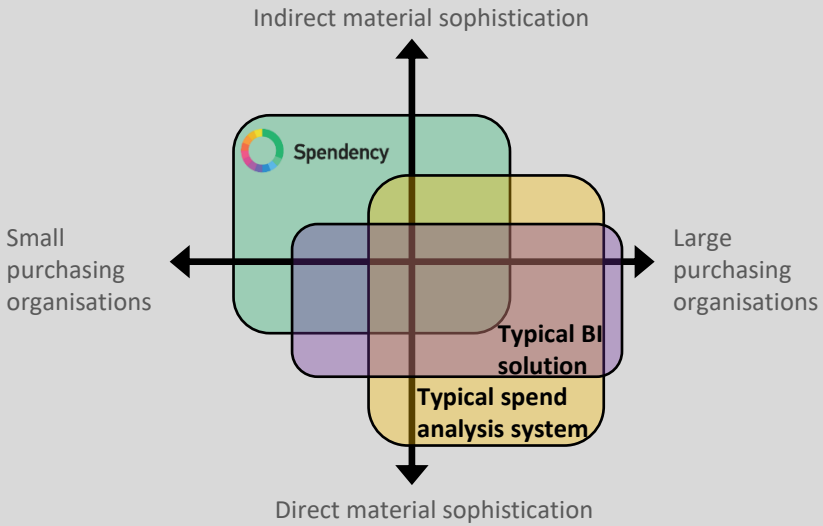
Five principles for successful spend analysis in strategic sourcing or category management

Setting up the spend analysis

- Make sure your system is a good fit
- Ensure you have sufficient and accurate input data
- Always have the leaf category definitions reflect supplier markets and not the internal organisation[1].
- The category tree should evolve over time, avoid getting over ambitious when designing the first version



Maintaining the spend analysis

- Enforce a process and way of working that makes the strategic purchaser/category manager is responsible for the quality of the categorisation in their category.

1. Also take possible substitute products into consideration, so renting and buying the same product might have different supplier markets but fulfil the same need

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If you want additional data and are told ”no”, make sure you understand difference nuances of ”no”

- ”No, I do not know how to do it”
- ”No, I do not want to spend time on it”
- ”No, it is impossible”

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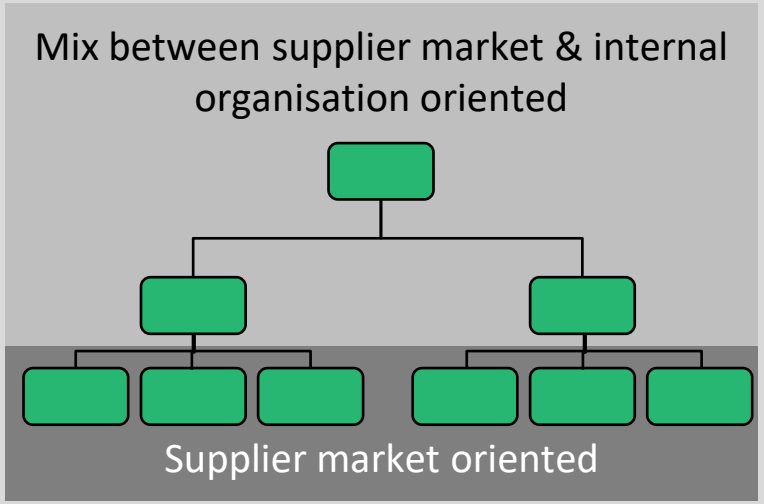

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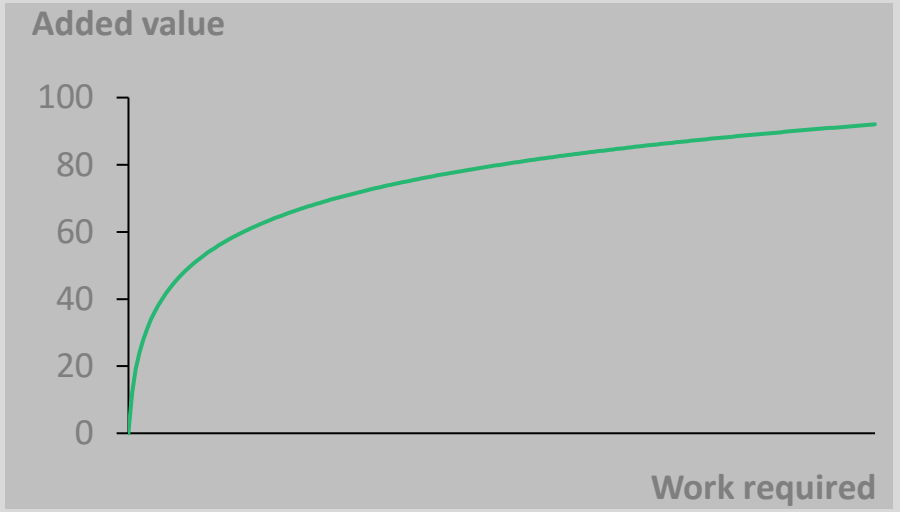

The final solution should be determined by the level of detail needed, the quality of the input data and the available time to manage the categorisation

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THANK YOU