

# “Data Driven Procurement”

**Keynote**

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# Introduction



## Alejandro Basterrechea

- Head of Procurement Operations (Indirect Procurement)
- Responsible for procurement digitalization, strategic tail spend management, data analytics and governance



# What does eCommerce & Hospitals have in common?

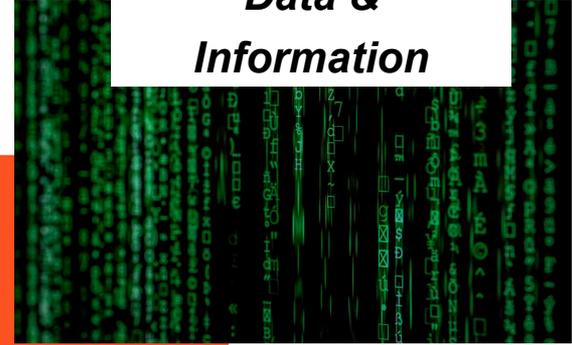
*Customers*



*Suppliers*



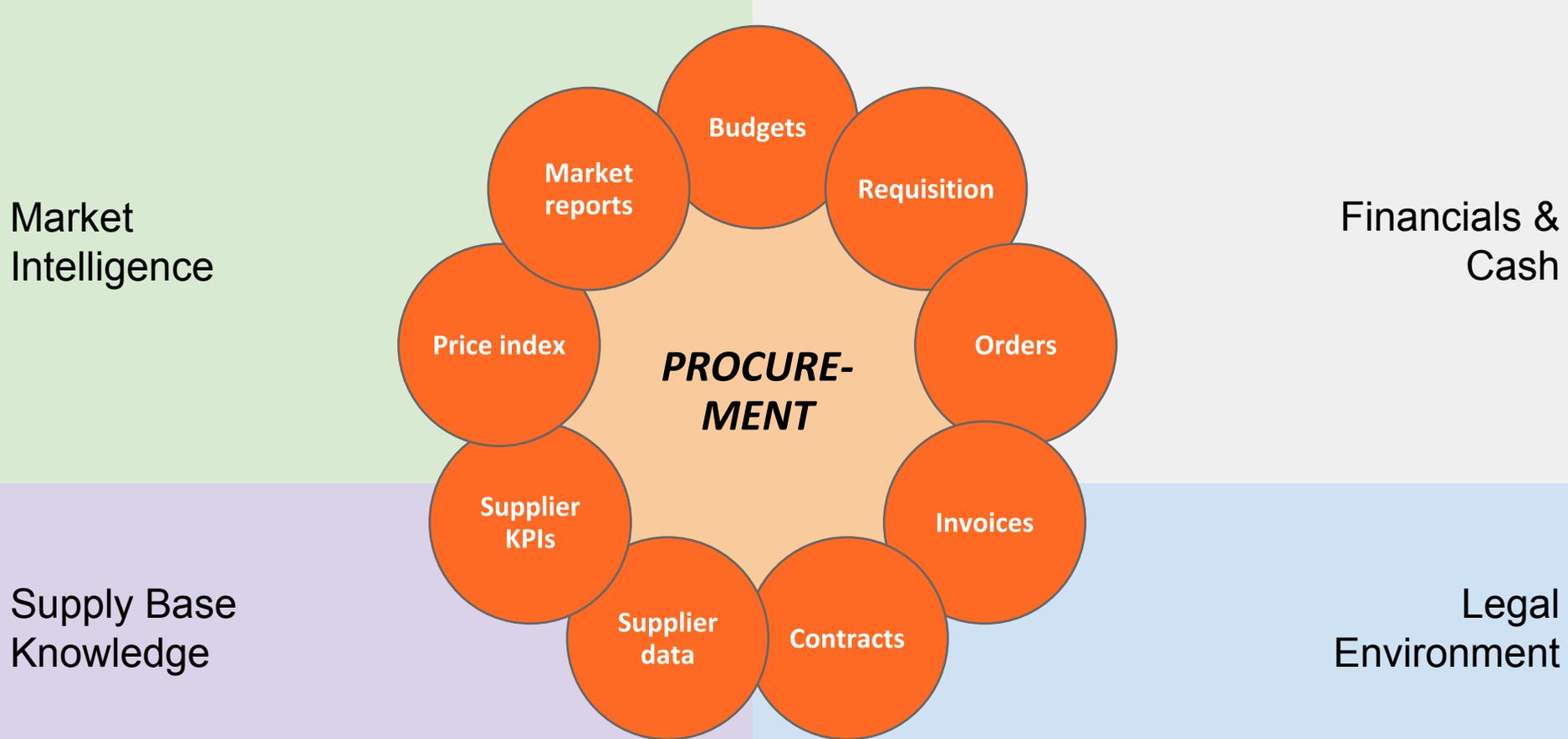
*Data &  
Information*



**PROCUREMENT!**



# No matter how mature our organization is, we have access to...



**...and we are already connecting all the dots!**

**Legal**

**Accounting**

**Tax**

**Engineering**

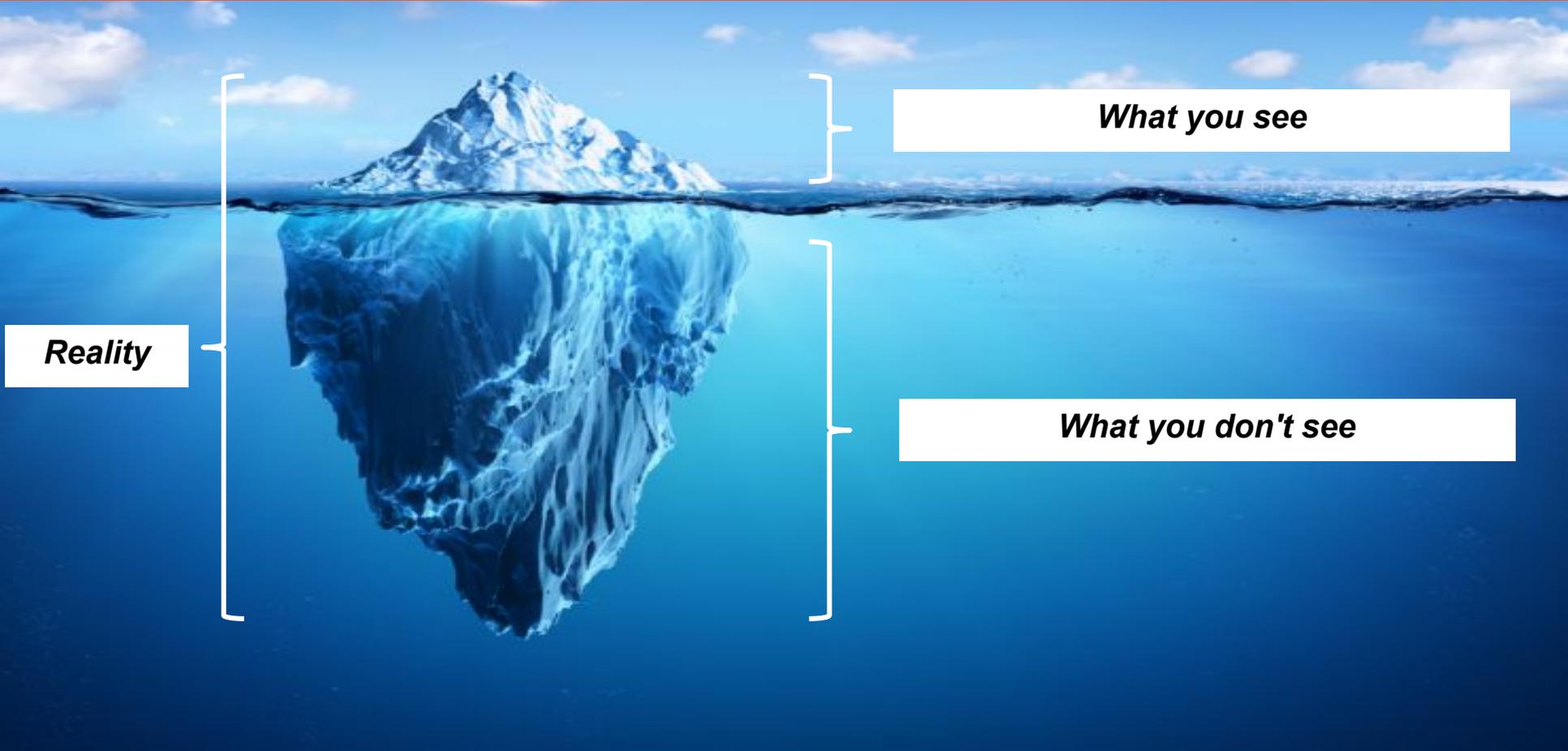
**IT**

**Suppliers**

.....



# So....why is Data so important?



*What you see*

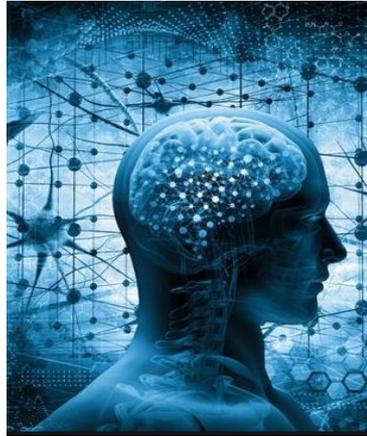
*Reality*

*What you don't see*

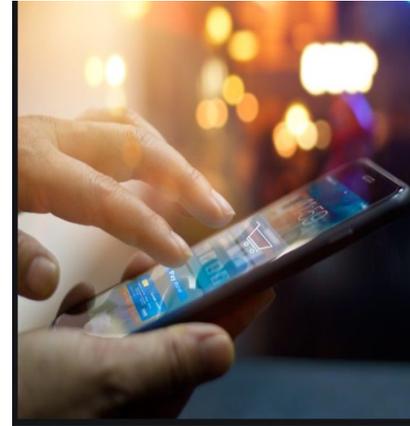
# Digitalization is here and already impacting Procurement...



***Workforce of the future***



***Technology***



***Workplace like homeplace***

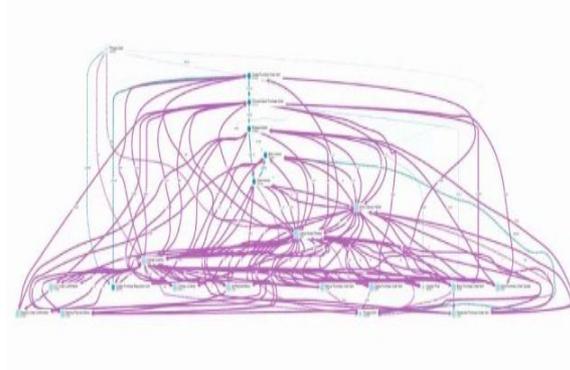


***(Big) Data***

# And the future is NOW!



***Advanced Analytics***



***Process Mining***



***Artificial Intelligence & Machine Learning***

# So, what do we need?



***The right vision,  
mindset & culture***

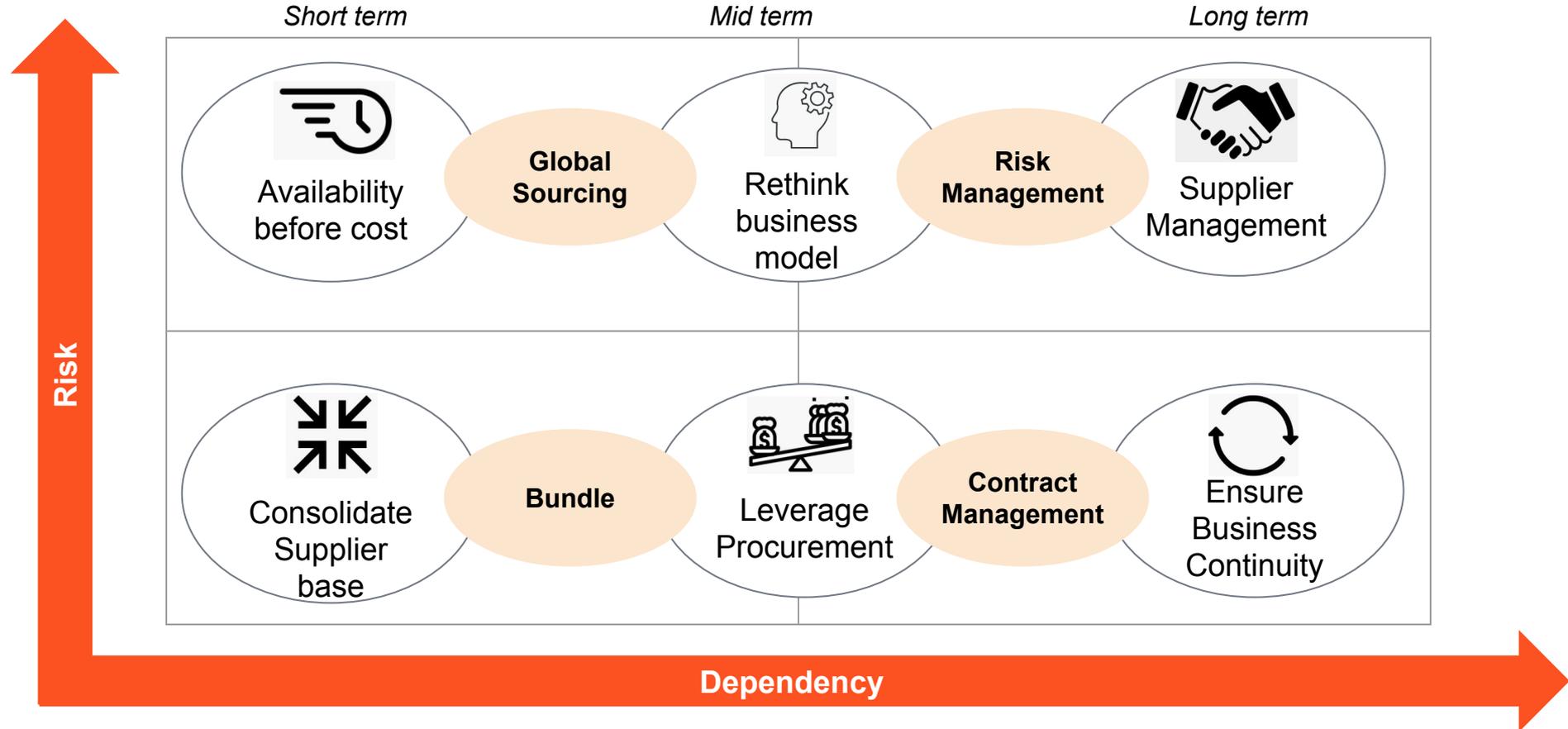


***The right  
technology***



***The right  
people***

# Lessons Learned: Procurement during Covid19



## 5 Key Takeaways

1. Data is key - you can only control what you can see!
2. Crisis time is procurement time - use the crisis to get a seat at the table!
3. After the crisis is before the next crisis - get stronger out of the situation!
4. Every challenge is an opportunity - use the crisis to leverage procurement!
5. Remote work is disruptive - take the chance to digitized and eliminate unnecessary processes!



ZUKE  
DIGITAL



ZUKUNFT  
KRANKENHAUS-EINKAUF



“Without data  
you’re just  
another person  
with an opinion.”

- W. Edwards Deming,  
Data Scientist

# Q&A