

Putting the challenge in context



Procurement needs a strategic approach to leverage sourcing opportunities and manage supply disruptions



Category managers face multiple questions which can be solved with the right data and intelligence



The intelligence landscape has multiple and disparate sources of data creating noise, making it difficult to answer questions

Decisions based on robust intelligence and analytics are essential to meet category objectives

“Your work has resulted in more than 70% savings and received recognition for our team from internal stakeholders”

Global biopharmaceutical company

“The Smart Cube solution supports procurement organisations in their end-to-end category management lifecycles — from development to implementation and execution.”

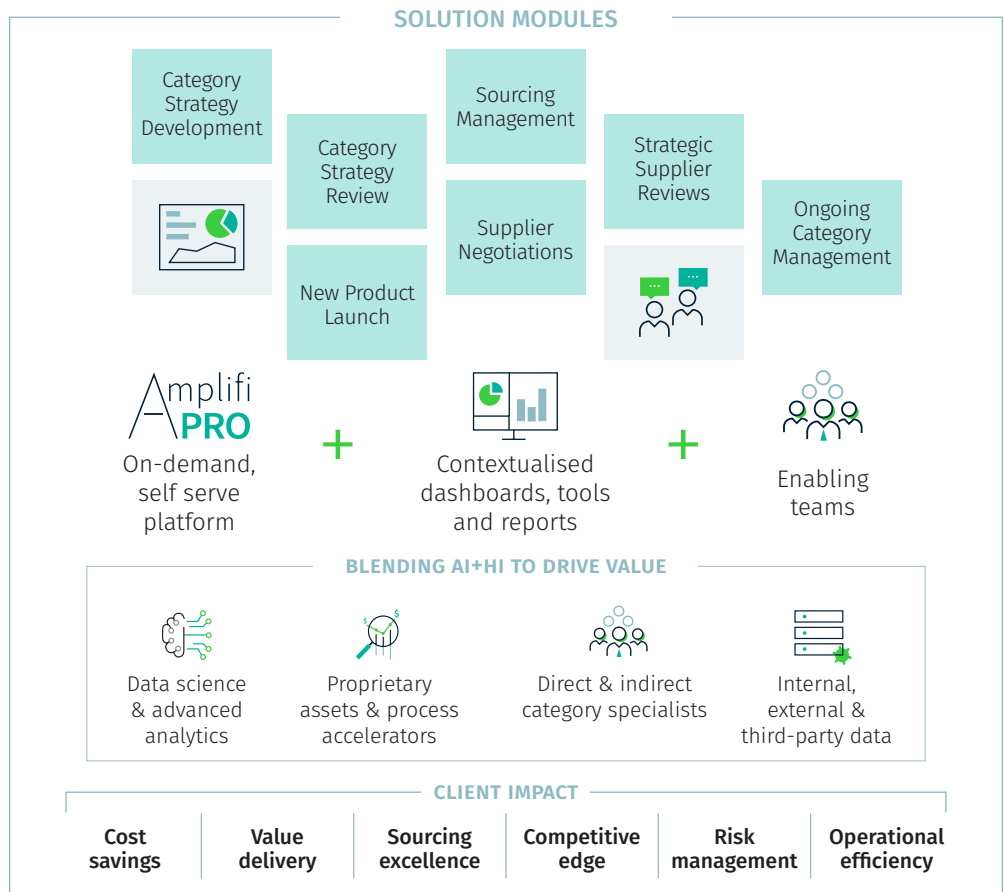
Spend Matters™
Procurement Industry Analyst

Category Intelligence

Empowering businesses with actionable and contextualised intelligence to help manage their categories and deliver value

How it works

Intelligence and analytics to enable data-driven decisions across the category management lifecycle



Differentiators



Strong procurement DNA with an analytics-enabled approach to intelligence



Customised and contextualised insights, in addition to on-demand intelligence



Accelerated delivery through proprietary assets



Deep focus on a combination of internal and external data to create intelligence



Partnership approach to client engagement



Multiple skill sets – research, analytics, patents, forecasting, technology CoE



Solution modules

New Product Launch

- ▶ Best Sourcing Destination
- ▶ Technology Landscape
- ▶ Should Cost Model
- ▶ Supplier Landscape
- ▶ Supplier Profiles

Category Strategy Development and Review

- ▶ Supply Market Analysis (Global/Regional/Local)
- ▶ Industry/Peer Sourcing Practices
- ▶ Spend and Contract Analytics
- ▶ Stakeholder Interview Insights

Sourcing Management

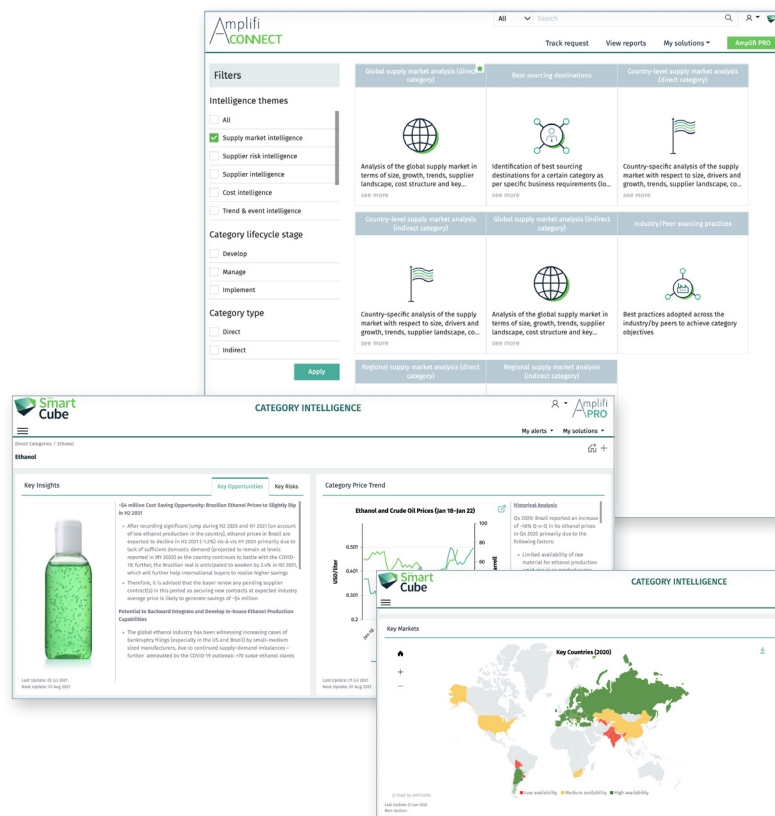
- ▶ Event Preparation
- ▶ Event Setup and Administration
- ▶ RFX Analytics

Supplier Negotiation and Strategic Supplier Reviews

- ▶ Negotiation Fact Pack
- ▶ Category Demand Analytics (including forecasts)
- ▶ Should Cost Model
- ▶ Industry/Peer Sourcing Practices

Ongoing Category Management

- ▶ Category Monitors
- ▶ KPI Dashboards
- ▶ Inflation Analytics
- ▶ Category Intervention – SKU Rationalisation, Cost-to-Serve Optimisation, Supplier Consolidation, etc.



Our category coverage

The Smart Cube offers category intelligence for both direct and indirect categories; an illustrative list



Direct Categories

- | | | |
|---|---|---|
| ▶ CPG & Retail | ▶ Life Sciences | ▶ Industrials |
| <ul style="list-style-type: none"> ■ Fats and Oils ■ Dairy ■ Meat ■ Agricultural Ingredients ■ Packaging | <ul style="list-style-type: none"> ■ CDMO ■ APIs ■ Lab Supplies ■ R&D | <ul style="list-style-type: none"> ■ Metal castings and forgings (steel and aluminium) ■ Electronics ■ Energy (Natural gas) ■ Electrical supplies (including batteries) |



Indirect Categories

- | | | |
|-------------------------|--------------------|-----------------|
| ▶ Logistics | ▶ Temp Labour | ▶ Travel & MICE |
| ▶ Facilities Management | ▶ IT & Telecom | ▶ MRO |
| ▶ Marketing | ▶ Fleet Management | ▶ Capex |
| ▶ Professional Services | | |



At a time when driving greater value utilising market intelligence has never been more critical, having a trusted, dynamic and agile partner in our business is imperative. As an organisation we are appreciative of the outstanding efforts from all of our suppliers, but have to recognise The Smart Cube team as the TSUK Supplier of the year 2023. ”

Stephen Horn
TSUK Manager Procurement Excellence
TATA STEEL

Our partners



Drive rigour and consistency in category strategy development using AI-driven 'Guided Category Strategy Creation' software



Access peer-to-peer networking opportunities and intelligence on major indirect categories



Access essential category intelligence on Amplifi PRO directly via the platform's various spend management modules



Accelerate your vendor search by leveraging an extensive database of suppliers (by location, sector and size)



JAGGAER is leading the Autonomous Commerce revolution, a self-governing B2B commerce experience between buyers, suppliers, things (IoT) and partners



akirolabs is a leading AI enabled, ecosystem-wide collaboration platform for strategic procurement

Case example



Client

Global food and beverage company



Challenges

With geographically dispersed procurement teams globally (Europe, APAC and US), the client was facing challenges accessing contextual market and supplier intelligence; moreover, the teams were struggling with frequent ad-hoc research requests as there was no organised process to raise requests, and store and access information on the go

The solution

The Smart Cube developed a custom portal that enabled global category teams to:

- ▶ Access self-serve market and cost intelligence through Amplifi PRO
- ▶ Raise custom requests and track their progress on the go
- ▶ Search for any custom report prepared for the client in the last 5 years

Amplifi PRO

- ▶ Standard category insight reports
- ▶ Macro and commodity indicators
- ▶ Category and supplier news
- ▶ Tools and templates
- ▶ Blogs and thought leadership
- ▶ Supply market analysis

Solution coverage

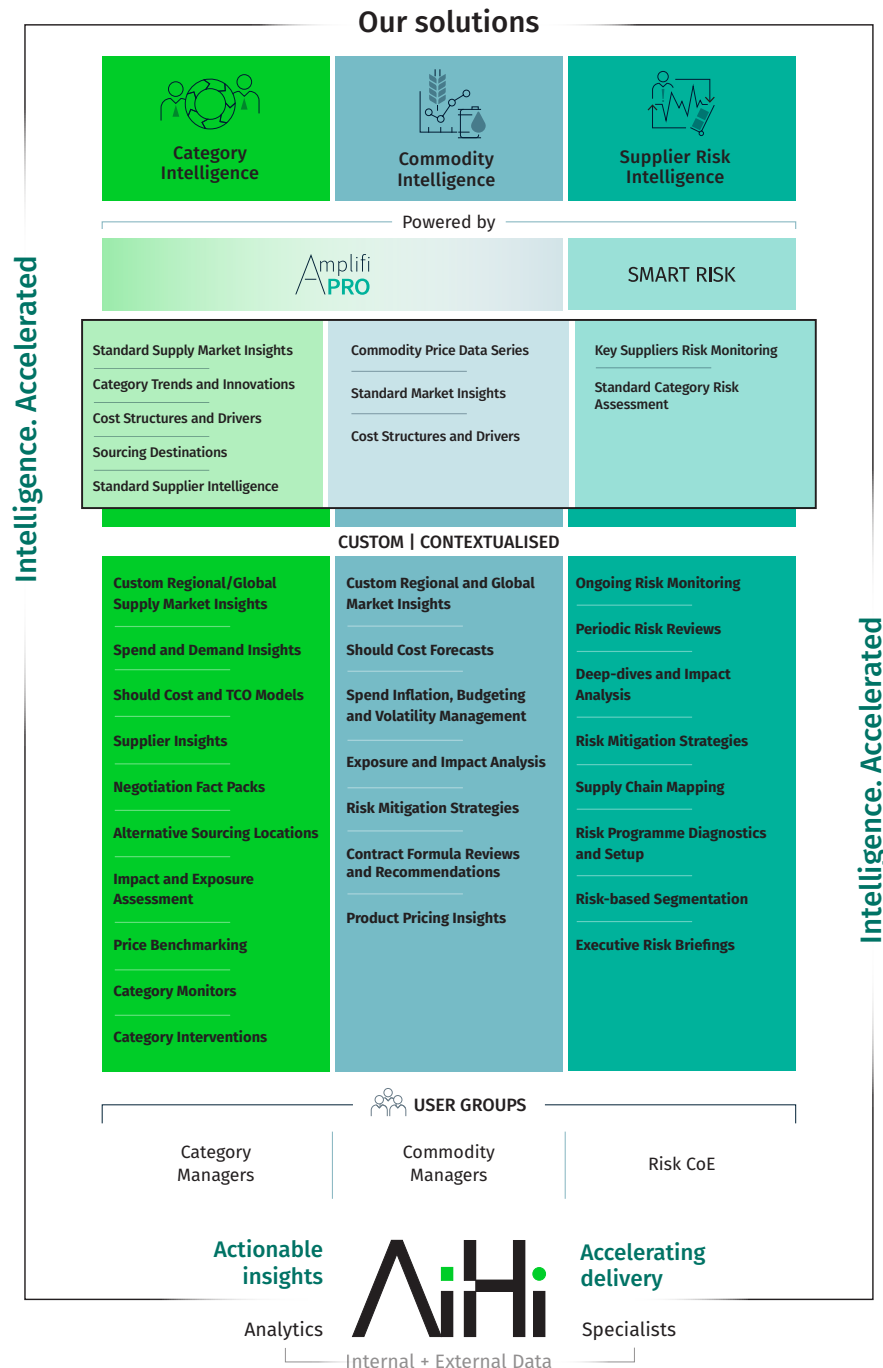


Custom intelligence reports

- ▶ Supplier landscape incl. key suppliers
- ▶ Trends and innovations
- ▶ Should cost models
- ▶ Negotiation fact packs
- ▶ KPI dashboards (based on spend data)

If you frequently come across the following or similar questions and are struggling to find intelligence for key decisions, our solution is for you

- ▶ Are there alternative strategies, suppliers or destinations that we can explore to ensure continuity?
- ▶ What levers can be employed to drive savings and ensure long term risk management?
- ▶ Why is the supplier pushing for a sudden price increase? What are the key cost and price drivers?
- ▶ Have supply market characteristics fundamentally changed due to the pandemic or Russia-Ukraine war?



Learn more about how we can help you achieve category management excellence with timely, contextualised intelligence covering supply market dynamics, price forecasts, spend and demand insights.

The world of
WNS PROCUREMENT



WNS Procurement, powered by The Smart Cube, delivers world-class solutions in procurement and supply chain advisory, managed services and digital transformation. We combine expert resources with leading technologies, merging human and artificial intelligence to deliver innovative solutions, enabling our clients to achieve their business, financial and sustainability goals and outperform in their markets.

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