Hero with Sievo.

Hero Case Study

Hero Case Study
Spend Analysis

"Sievo did not bring change, it was THE change. We now have direct visibility into all of our categories in all of our global locations.

Actionable insights are found in just a couple of seconds instead of time-consuming analysis workshops"

MARC ROTH
Vice-President,
Procurement

HERO GROUP
Lenzburg, Switzerland
Food Products
4,000+ employees
www.hero-group.ch

01. Starting point

Objective
To unify and harmonize spend data & savings projects into one platform. One of the main objectives was to enable the lead buyers of Hero to make data-driven decisions

Challenges
→ Spend data fragmented across a variety of systems with no overall visibility
→ Ineffective processes and tools for analysing spend and identifying cost savings opportunities
→ Managing data was time-consuming and resulted in outdated insights.

Key Use Cases
→ Allocating spend responsibilities
→ Category analysis for developing sourcing strategies and discovering savings opportunities
→ Prioritizing savings project pipeline

02. Why Sievo

Hero chose Sievo as it's Procurement Analytics provider as the integration capabilities and approach to data management assisted in creating a centralized platform. The agility provided by Sievo was considered an essential factor.

Key selection criteria:
→ User-friendly reporting tools, enabling the lead-buyers to access group-wide spend data
→ Ability to identify savings opportunities from Spend Data
→ Data extractions possible from all data sources used by Hero
→ Savings Project Management enables governance and tracking of savings projects
→ Regular data updates providing insights on the transactional level.

03. Solution & Roll Out

Hero implemented Spend Analysis to gain spend visibility covering all of Hero's business regions. Compiling data from all transactional systems worldwide, Sievo helped to create a centralized platform for all spend and savings related information.

Sievo Savings Project Management helps Hero track and govern savings projects. Creating a unified repository for all savings projects, Hero can see which projects to prioritize on a daily basis. Hero can easily track the progress of each of its savings projects and help push them towards completion.

With user-friendliness in mind, Sievo reporting enables the lead buyers of Hero to gain actionable insights. With regularly updated spend data, savings opportunities can be identified, captured and act upon.

04. Results

→ Lead Buyers can spend more time on strategic sourcing work, as analyzing spend takes significantly less time.

→ Up-to-date spend visibility as data is loaded periodically to provide recent transactional level information

→ New consolidation opportunities discovered in indirect categories

→ Discovery of new opportunities found from spend data

→ Project Tracking accelerates Savings Projects progress

→ In the first year alone, Hero was able to capture and track a savings opportunity pipeline of more than 5% of total spend.

"Sievo was the first IT project I have seen in my career that was in-time, on-budget and in-scope. Working with Sievo has been an absolute joy.""

— **MARC ROTH**

ABOUT HERO

Hero Group is an international food company that is passionate about healthy, natural food. Founded in 1886, their ethos is to make
high quality, natural products that are easily available to customers. They are spread across five continents and employ over 4000 people.

Hero
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Sievo

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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