

Purchasing

Automated processes for a better customer experience and higher profitability

Challenges in purchasing



Data-driven processes



Fact-based decisions



Focus on customers and demand



Transparency regarding dependencies



Process agility



Shipping bottlenecks



Loss of suppliers



Shortage of skilled personnel

Robotic process automation – for higher profitability in purchasing

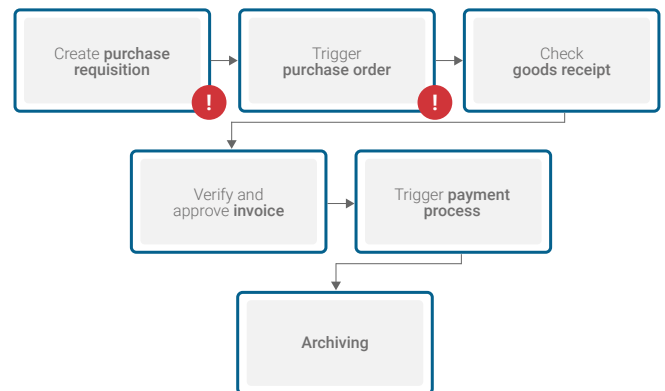
- Robotic process automation (RPA) is an approach that involves the **development, deployment, and management of virtual robots (software)**. These infallible virtual assistants, which mimic human activities during interactions with digital systems and software, are capable of entering and extracting data, performing clicks, selecting information, and much more.
- RPA streamlines processing flows, making companies **more productive (and thus more profitable) and better able to react to changing markets**. RPA also makes for more satisfied employees because they no longer have to drudge through routine everyday tasks.
- What's more, when combined with the digitalization of printed documents, RPA delivers a **rapid return on investment**. In addition to quick, sustained cost savings, companies that get the most out of RPA benefit from having more time to spend on partner and customer campaigns.
- Scheer recommends a **customer- and business-centric strategy** that identifies and prioritizes the overall potential at hand based on facts gathered in just a few pilot implementations. At the same time, our approach determines the change and governance methods that will facilitate smooth operations.



Major potential for automation in the ordering process

The purchase-requisition-to-order process contains many tasks that have a great deal of potential for automation: aside from the general trend toward increasing volumes and the routine nature of the process itself, error rates also play a major role. Companies that use RPA can streamline this process significantly and improve its efficiency.

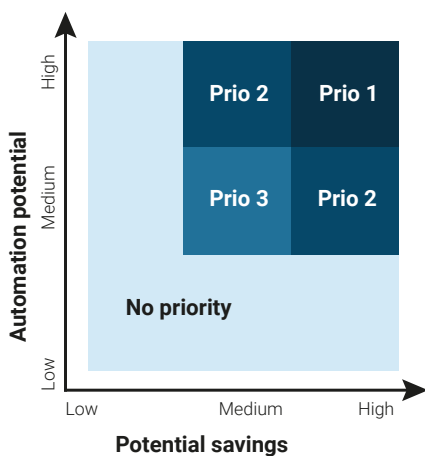
Particularly in operational purchasing, there are other reproducible, rule-based processes that can be structured and trained effectively.

- Monitoring of prices (exchanges)
- Monitoring of duration and potential renegotiation opportunities of contracts with suppliers
- Monitoring of whether ordered goods are received on time
- Measurement of supplier performance



 **Digitalized purchasing**
 **Profitable purchasing**

ROI-oriented analysis of potential



Automation potential

- Rule-based
- Variance
- Structured data

Potential savings

- Volume
- Processing effort
- Development effort

About Scheer

As a consulting and software house with proven process expertise, Scheer Group supports companies in the development of new business models, with the optimization and implementation of efficient business processes as well as with the dependable operation of their IT systems. In the development of products and services, a particular focus lies on supporting companies with their digital transformation.



Do you have questions on these subjects, or would you like to talk with us about specific projects? **Simply send us an e-mail or give us a call!**

elisabeth.schanz@scheer-group.com | +49 681 96777-0

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