The Cognitive Era
Redefining Procurement and Unlocking Incremental Value

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SHIFT 1

Data is becoming the world’s new natural resource, transforming industries and professions.

SHIFT 2

The emergence of cloud is transforming IT and business processes into digital services.

SHIFT 3

Cognitive computing is unlocking new insights and enabling optimized outcomes.
We are defining the cognitive era
The evolving role of procurement through 2020

Administrator
- Limited visibility
- Generalist covering all aspects of S2P
- Savings focus
- Transactional
- Supply Chain Risk Aware
- No innovation

Enabler
- Historical data visibility
- Commodity specialized and expert
- Compliance
- e-Procurement, Digital
- Supply Chain Risk Managed
- Procurement-only innovation

Advisor
- Real Time visibility
- Relationship managers?
- Transformation
- Cognitive Procurement
- Supply Chain Risk Mitigated
- Corporate/global innovation

Insights

Strategic
Watson in Procurement

IBM Watson cognitive capabilities

IBM Emptoris procurement experience, processes, data

Cognitive Procurement
Cognitive Procurement

Cognitive Procurement – enhancing the Emptoris Suite with Watson solutions

IBM Emptoris Procurement Solutions
Journey to procurement excellence

Insight

Intelligence

Foresight
As much as 65% of the value of a company’s products or services is derived from suppliers.¹
Top Supply Chain Trends for 2017
- Delighting customers and driving strategic value

Trend #1: Increasing supply chain visibility, resilience, and value via Big Data and Analytics
Trend #2: Mastering the equation in the need for speed
Trend #3: On the foundation of data visibility, supply chain leaders building demand-driven value networks
Trend #4: Moving from the cockpit to the control tower
Trend #5: Harnessing cognitive analytics to unlock hidden value from data
Trend #6: Advancing knowledge management through cognitive technologies
Trend #7: Growing momentum and adoption of blockchain
Create a modern supply chain that is transparent, intelligent and predictive.
By establishing greater visibility into supply chain data and processes and leveraging cognitive technologies, supply chain organizations can both predict and mitigate disruptions and risks and deliver more value to the business.
Takeaways

• Procurement Transformation delivers real value to the enterprise

• Big Data and Analytics are foundational in delivering contribution from hidden insights

• Smarter tools and processes elevate the Procurement Professional

• Cognitive Procurement brings a new Era to our profession – an opportunity to take outcomes to new levels of excellence
Thank You!