



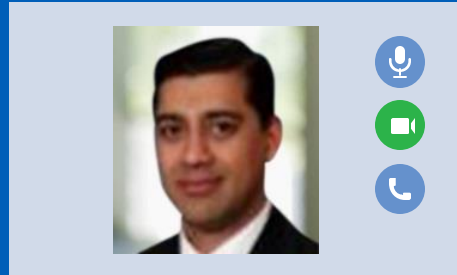
# Future of Procurement: eProcurement Marketplaces

Public Sector Network - Procurement Transformation Event

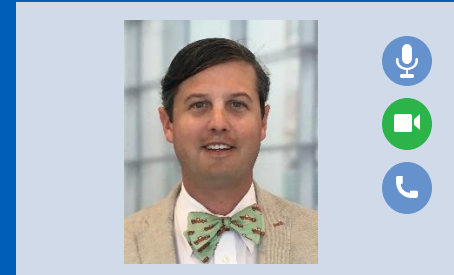
March 24, 2021



# With You Today



**Sougata Banerjee**  
Managing Director  
Procurement Advisory




**Ian Silver**  
Senior Director  
Procurement Advisory




# KPMG Procurement & Business Services Advisory Capabilities

**Who we are**

KPMG operates in 155 countries with 700+ offices worldwide



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250+

US Procurement and Operations professionals

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KPMG U.S. State and local government professionals aligned to virtual model and remote working



2000+

**Technology Partnerships**



and many others...

**What we do**



Procurement Strategy and Diagnostics



Procurement M&A



Category Management & Strategic Sourcing



Managed Services



Supplier Risk & Relationship Management



Source-to-Pay Technology Enablement



Digital Procurement & Master Data Management

**What we deliver**

- 300+ S2P technology assessments & implementations
- 2,000+ State and local government professionals
- 75,000+ Savings initiatives delivered
- >8,000 Projects successfully delivered
- >\$430 Billion spend analyzed
- >\$26 billion savings generated
- >10 Awards in recent years

**What are we recognized for**



Spend Matters "50/50 Providers to Know"



ALM Vanguard Leader Procurement Operations Consulting



IDC Market Scape Leader in Business Consulting Services

# KPMG Perspectives on eProcurement



**Challenges and Trends**



**Infrastructure Landscape**



**Leading Practices**



**Keys to Success**



**Lessons Learned**



**Integrating Sustainability Metrics**



# Trends & Challenges of Modern ERP e-Procurement





# Lessons Learned: Excellence Driven by Experience



eMarketplace



Supplier Management



Catalog Management



Integrations



Implementation

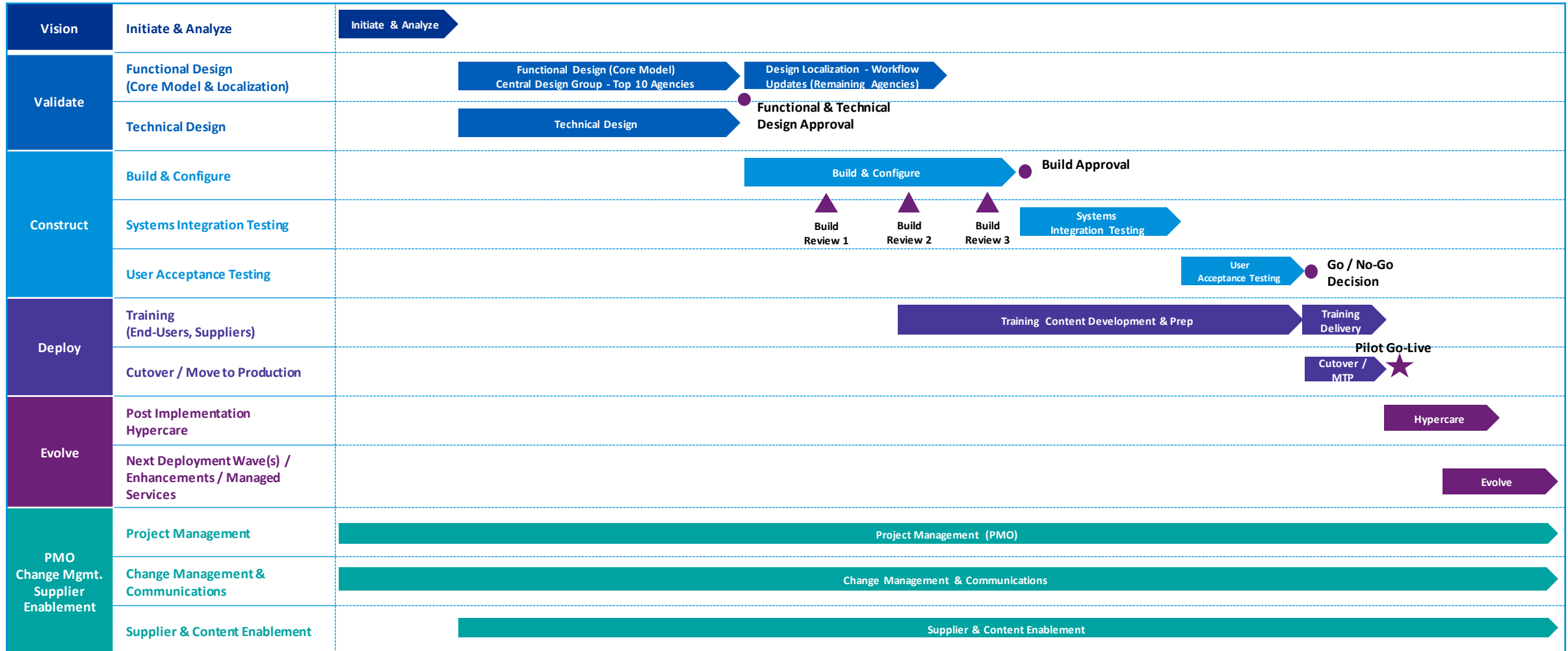


Change Management & Training



# Example Project Phases & Timeline (Full Source-to-Pay Deployment Journey)

**EXAMPLE**







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