



# Digital Procurement

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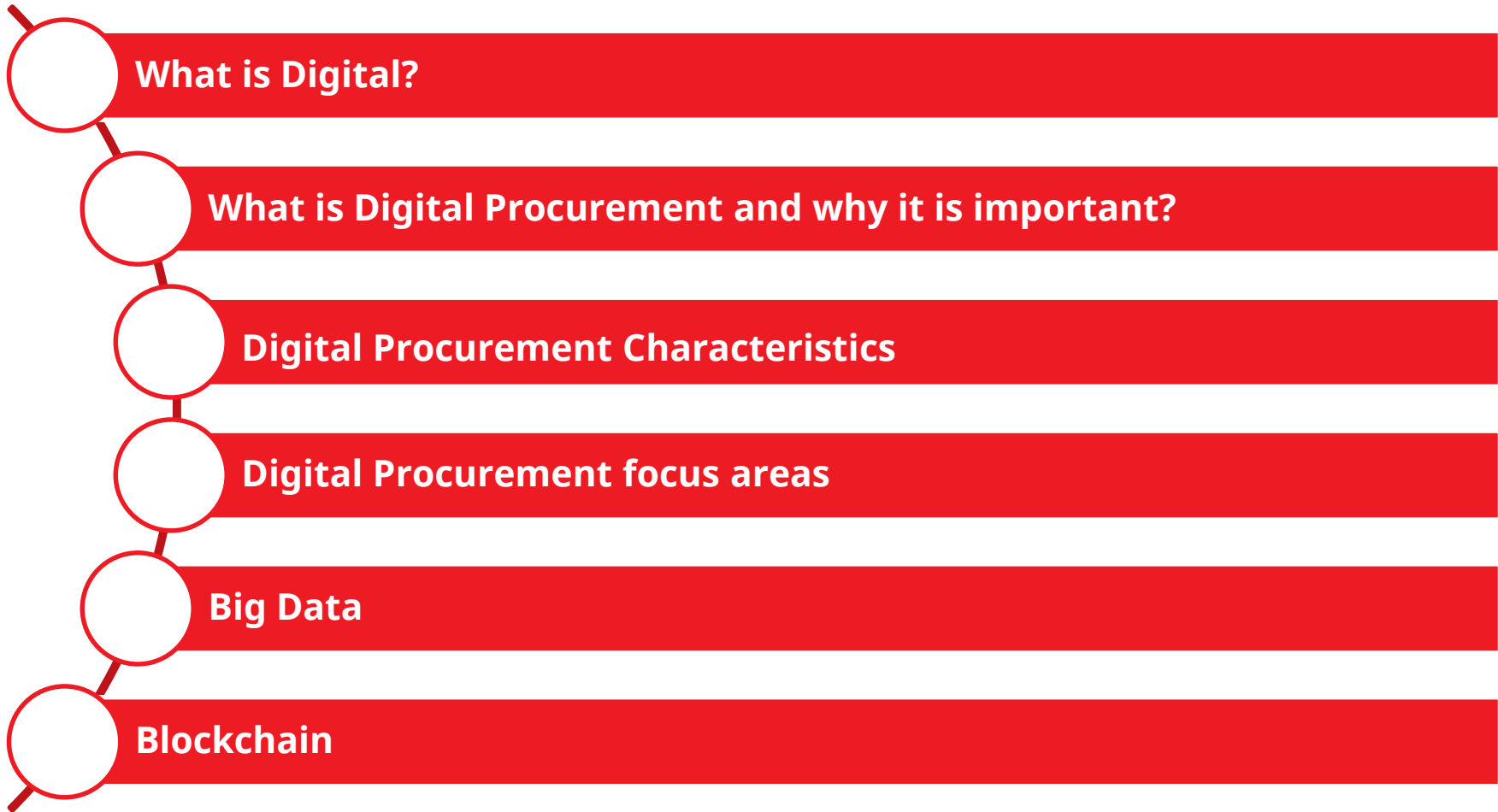


# Noor Al-Rashedi

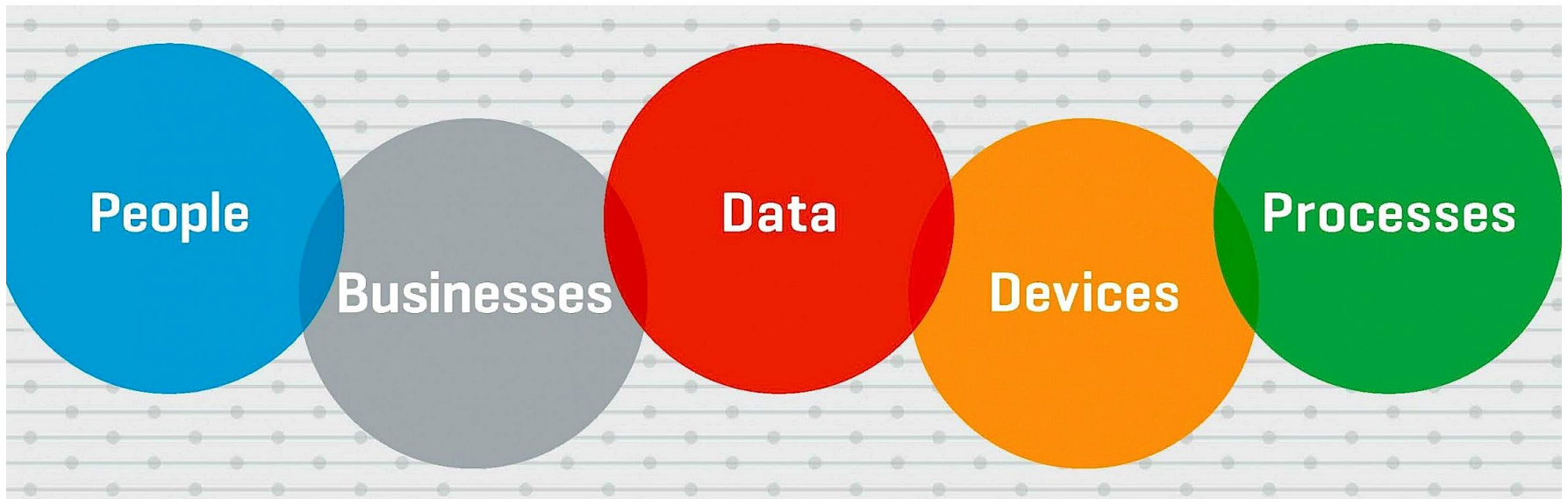
- Acting Director, Procurement, Ooredoo Oman
- Implement and manage complex sourcing projects.
- 13 Years of experience in procurement.

## Education

- Business Administration, New York Institute of Technology
- MBA, New York Institute of Technology
- CIPS ,UK



# Digital is NOT Technology...



# Digital Expectations...

**40%**

Increase in Annual Savings\*

**50%**

Less time on transactional sourcing\*

**50%**

Reduction in value leakage\*

\* <https://www.mckinsey.com/industries/consumer-packaged-goods/our-insights/driving-superior-value-through-digital-procurement>

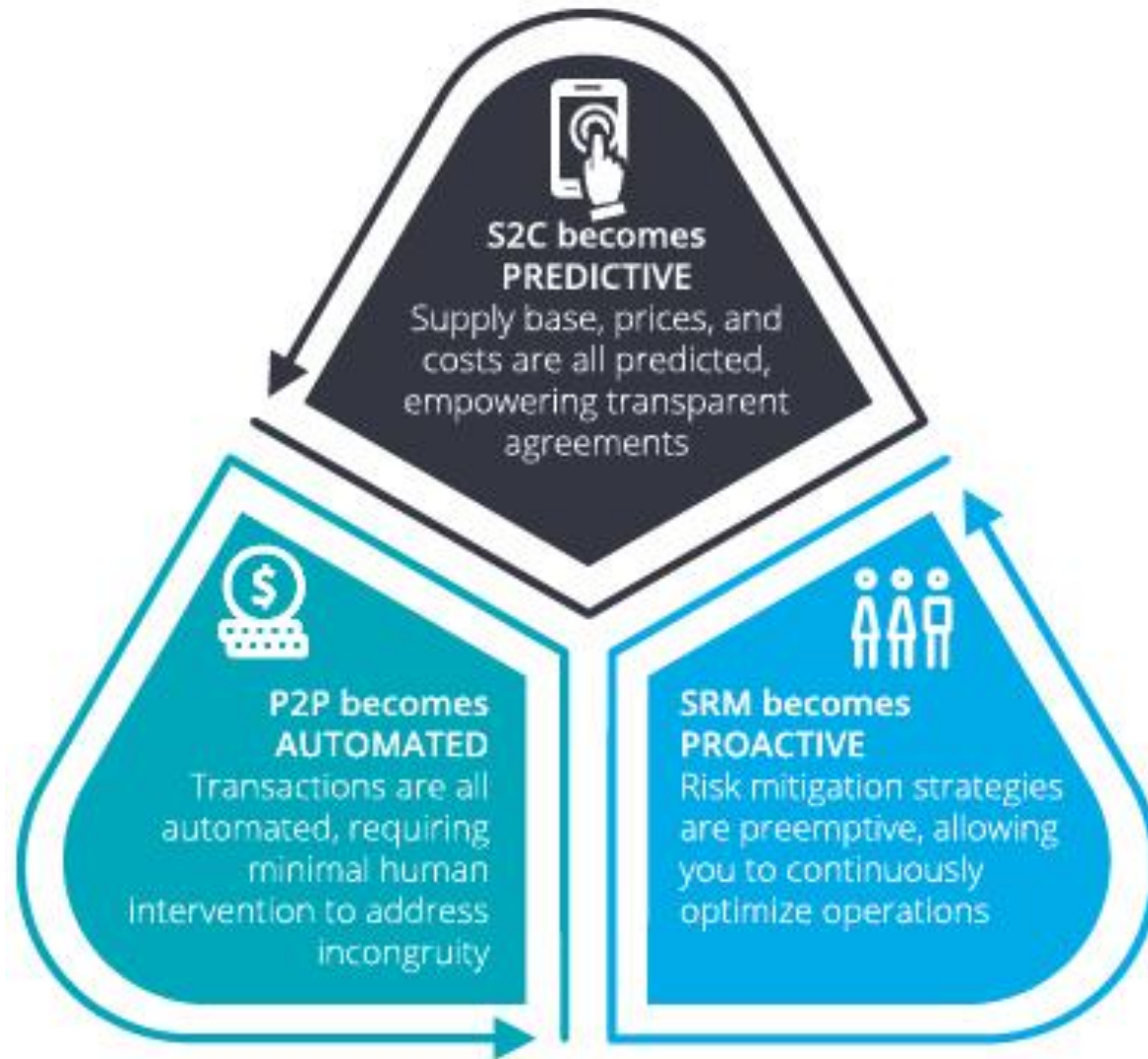


**What is Digital  
Procurement?**

# What is Digital Procurement and why it is important?



# Characteristics of Digital Procurement





The image features a bright yellow background with two large, solid red circles. The circles overlap, with the larger one positioned towards the bottom right and the smaller one towards the top left. The text 'Digitalisation Focus Areas' is centered within the larger red circle.

# **Digitalisation Focus Areas**

# Digital Procurement focus areas

## Spend Analysis

- Advance data mgmt and quality
- Enhance supplier management
- Improve product categorization



## Savings Tracking

- Continuous improvement
- Improve credibility
- Motivation



## Supplier Management

- Manage supplier relationship
- Risk due diligence
- Performance Management



## Sourcing Management

- Sourcing cycle time reduction
- Category Management
- Analysis and reporting



## Contract Management

- Contract lifecycle management
- Security
- Contract risk management



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# **Advanced Technologies**

# Big Data and Artificial Intelligence



# Blockchain



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Thank You!

