

# COMPLETE DIGITAL TRANSFORMATION OF PROCUREMENT WITH HIGH ROI

“ We have a strong partnership with Ivalua and continue to generate value. With Ivalua we have achieved 100% digitization across all procurement processes and have been able capture a tremendous amount of savings ”



**Sylvie Robin Romet**  
Chief Procurement Officer  
Crédit Agricole SA

## OBJECTIVES

- ✓ Deploy a single tool to cover the end-to-end process, from a need to purchase goods or services to invoice settlement.
- ✓ Manage spend across a decentralized, non-industrial, multi-business unit environment.
- ✓ Spend better to spend less through early involvement, knowledge of suppliers and a responsible purchasing policy, not just budgetary rigor.
- ✓ Visibility into all transactional and spend data across 66 global entities.
- ✓ Select a comprehensive but flexible tool for buyers, affordable and quickly gain support from subsidiaries for fast ROI.

## CHALLENGE

- ✓ Decentralized procurement team with varying degrees of maturity and culture.
- ✓ Limited visibility into spend volumes.
- ✓ Information not well structured or shared between entities.
- ✓ Lack of knowledge around policies by supplier or product.

## BENEFITS

- €3 Billion** Spend under management
- €80 M** Saved in first few years of using Ivalua
- 100%** Complete digitization and automation of purchasing processes
- 13,318** Number of users enabled on Ivalua
- 59,741** Suppliers onboarded
- 70%** Increase in Invoice processing efficiency
- 800 M** PO Volume processed digitally
- 40,316** POs processed

## SOLUTIONS SELECTED



Supplier  
Management



Sourcing



Contract  
Management



Procurement



Invoicing



Strategy &  
Analytics

### EMPOWERED

- ✓ Improved visibility on the volume of business with suppliers through spend analysis.
- ✓ Better regulatory and contractual monitoring to meet the constraints of quarterly continuous control on processes / data / stocks and flows.
- ✓ Affordable end-to-end solution to homogenize processes within heterogeneous entities.
- ✓ Subsidiaries can join by module according to their needs and maturity.
- ✓ Improved synergies across all business entities.
- ✓ Improved Buyer-Supplier collaboration.

### ABOUT CRÉDIT AGRICOLE SA

- ✓ 1<sup>st</sup> network bank in France, 2<sup>nd</sup> in Europe and 8<sup>th</sup> in the world.
- ✓ The Group, which provides banking and financial services to more than 21 million customers, through 11,600 branches in multiple countries, has made significant investments in a number of other financial services institutions.
- ✓ Global presence in 60 countries via 66 entities.

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