Business Network Vision

Why 21st Century Companies Leverage Business Networks

Mining & Metals Forum, Darmstadt, October 2014

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Dynamics in the Mining Industry

Increased pressure on sourcing & buying functions



ECONOMIC PRESSURES

Margins under Pressure

Commodity price Volatility

Asset intensive (MRO)

GOVERNANCE & COMPLIANCE

Strict and evolving regulations

Supplier conformity is imperative

Nationalism risk

SPEED TO MARKET

Competing for capital

Pressure from shareholders

Product innovations

TALENT CHALLENGES

Top management – New CEOs

Aging workforce

Young talents



How companies are reaching new level of performances in a digital economy

1. **Reduce** cost
2. **Improve** return on assets
3. **Drive** compliance and reduce risk

Technology advancement is forcing to rethink everything

1



The processes
(collaboration)

2



Time Cycle
reduction

3



Productivity

What you need: the 21st century collaborative architecture

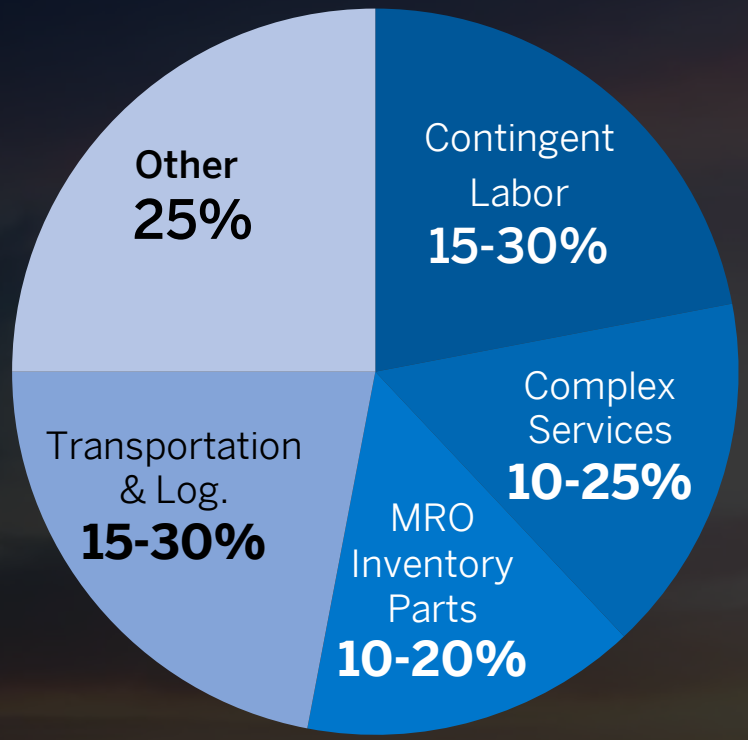
Business Network
Discover, collaborate, transact

Applications
On Premise / On Demand

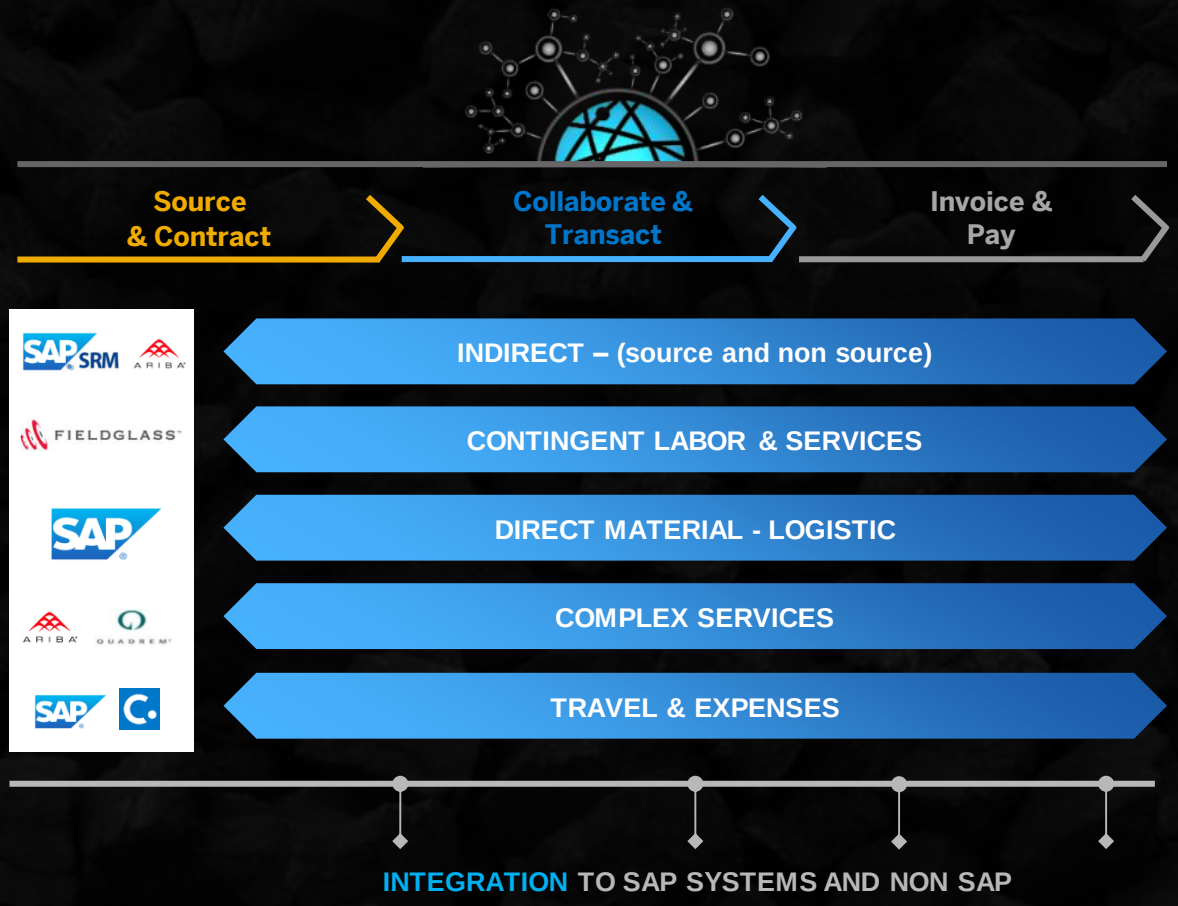
Technology Platform
Smarter, faster, predictive, real time



Mining typical spend



The Business Network Supports Comprehensive
Category management across the life cycle

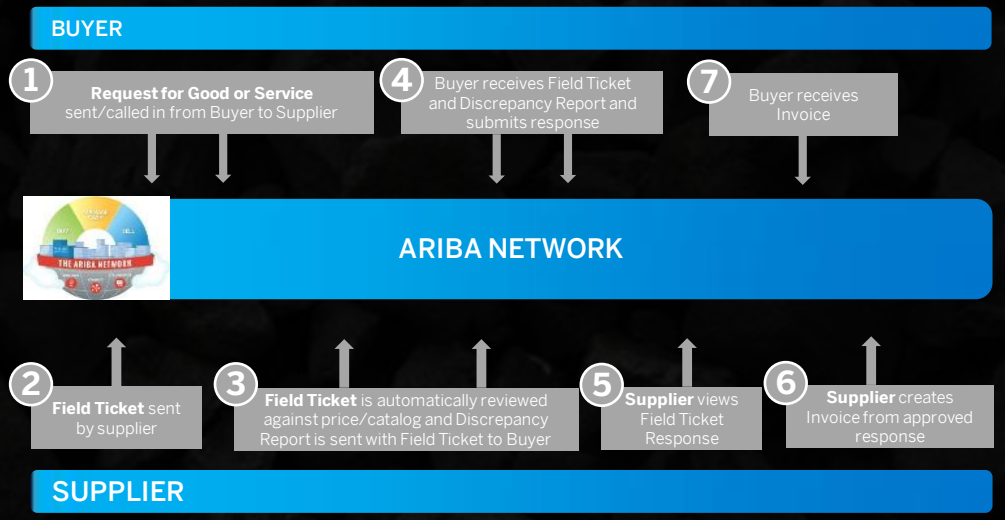


Spend category example 1: Complex Services

PAIN POINTS

- Lack of Clarity on Full scope
- Services performed vs Contract
- Too long time for payment and reconciliation

SOLUTIONS



VALE

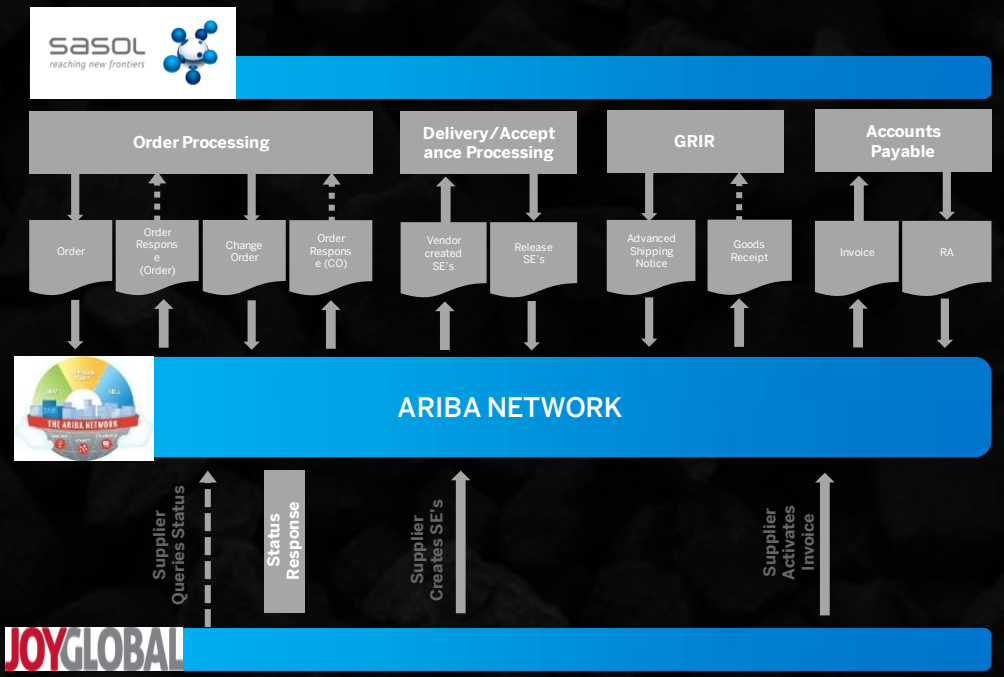
bhpbilliton
resourcing the future

Spend category example 2: Indirect spend

PAIN POINTS

- Manual and ineffective insight into supplier behaviors and capabilities
- Long sourcing and contracting cycles
- Manual paper-based collaboration, portals and single process solutions

SOLUTIONS



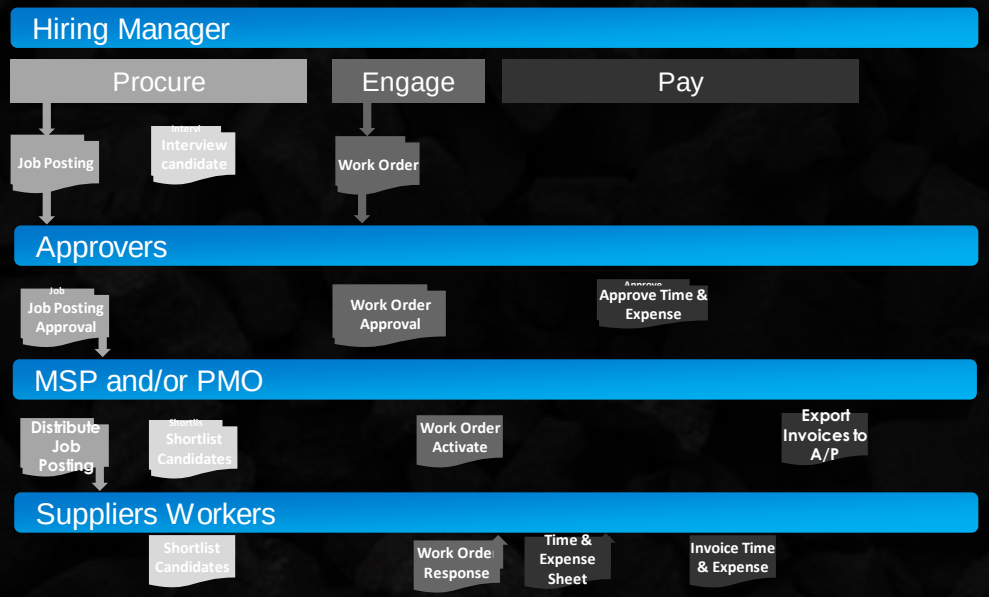
ALCOA

Spend category example 3: Contingent Labor

PAIN POINTS

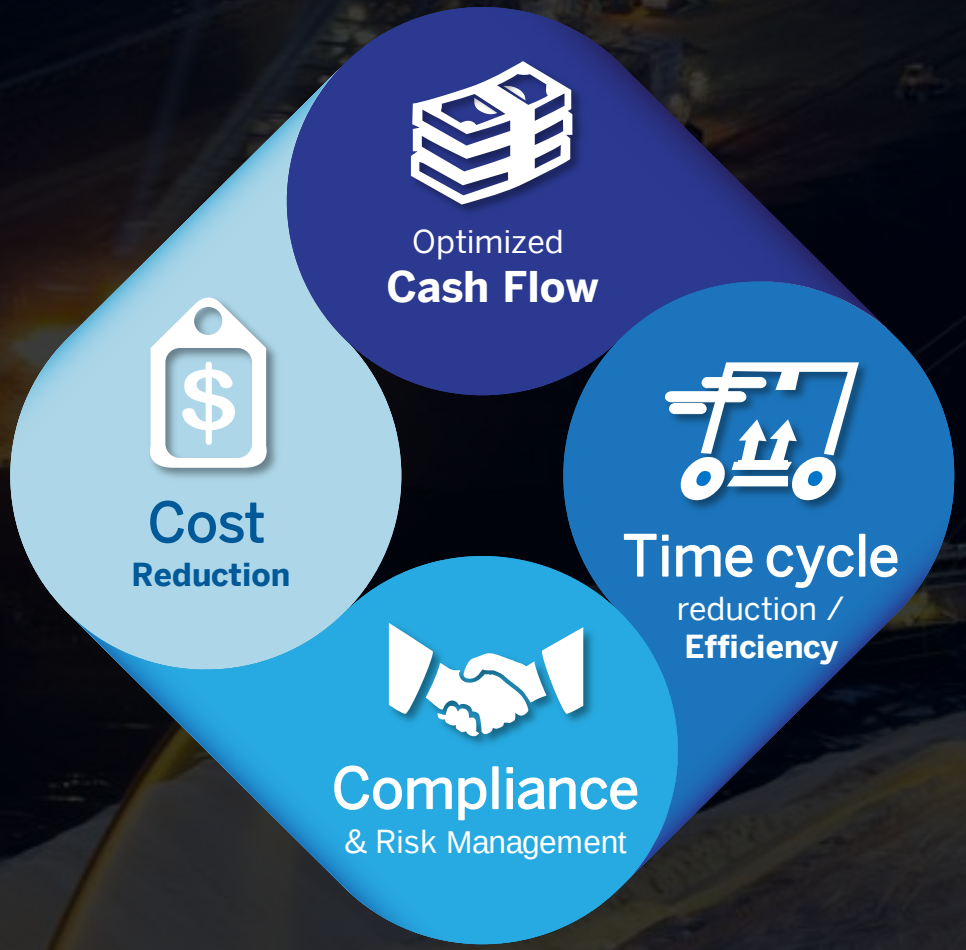
- **Vendor Sourcing & Management**
- **Contracts and Payments**
- **Site Access & Security**

SOLUTIONS



RioTinto

The Business Network Delivers Proven Results



How to get there : Recommended Journey



Next Steps

Understanding of spend by category

Identify ROI and the change management required by category

Development roadmap with time to value in mind

Implement in phases (self funding model)




Thank You

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