



The strength of chemicals.

How to beat Robotics with a Human Touch?

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DOMO CHEMICALS. TRUST, AGILITY, COMMITMENT.

A business unit of DOMO Chemicals

THE STRENGTH OF CHEMICALS

- Private family owned business
- Back up integrated into the entire Nylon 6 chain
- Global presence
- Continuous investments in innovation capabilities
- Focus on durable and strong partnerships
- Positive, focused and fast
- Sustainable driven company

> **Long term vision**

> **Integration**

> **Global**

> **Innovative**

> **Trust**

> **Agility**

> **Sustainability**



DOMO Chemicals at a glance

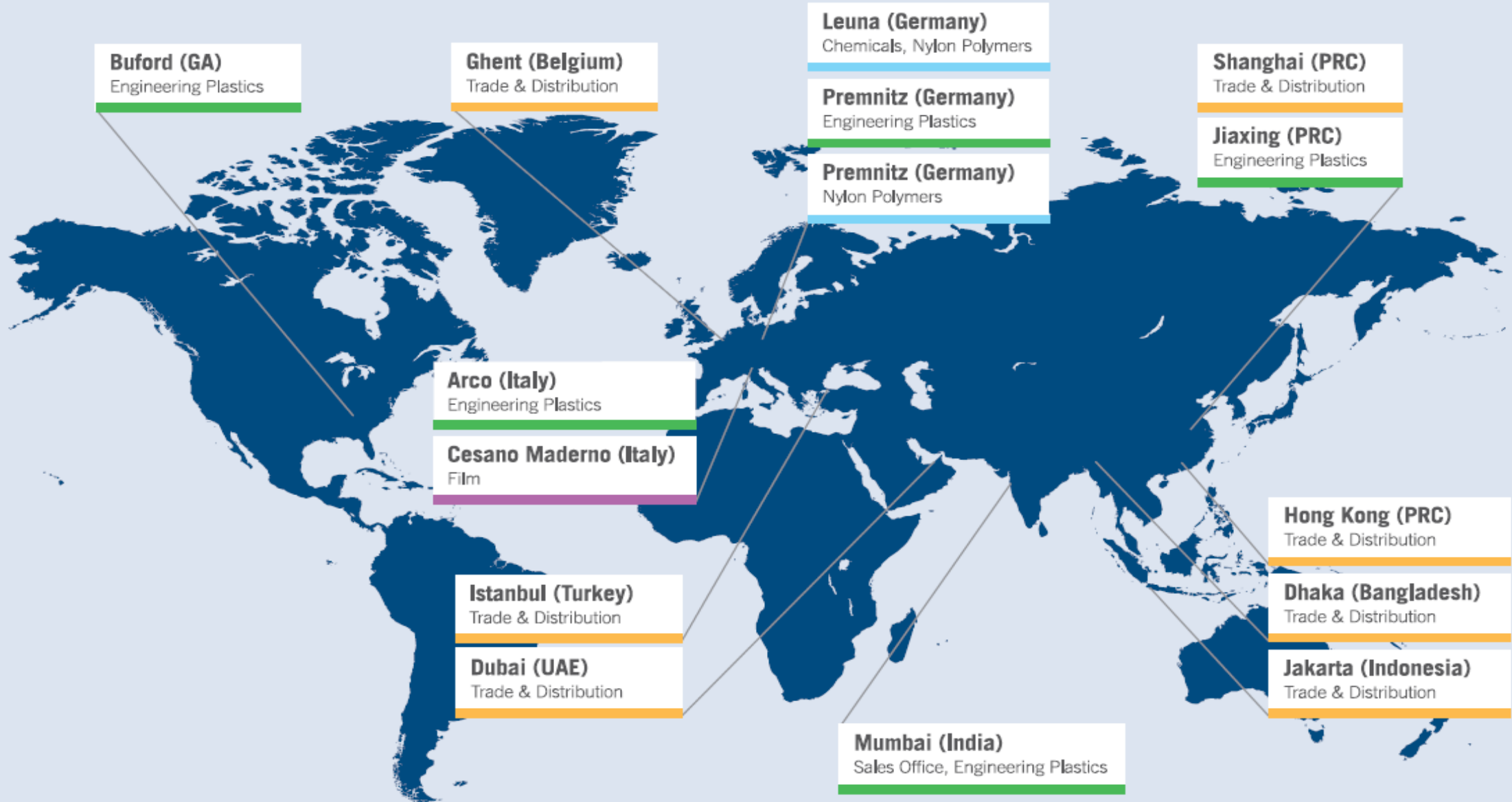
Turnover: >1 Billion \$

Employees: 900

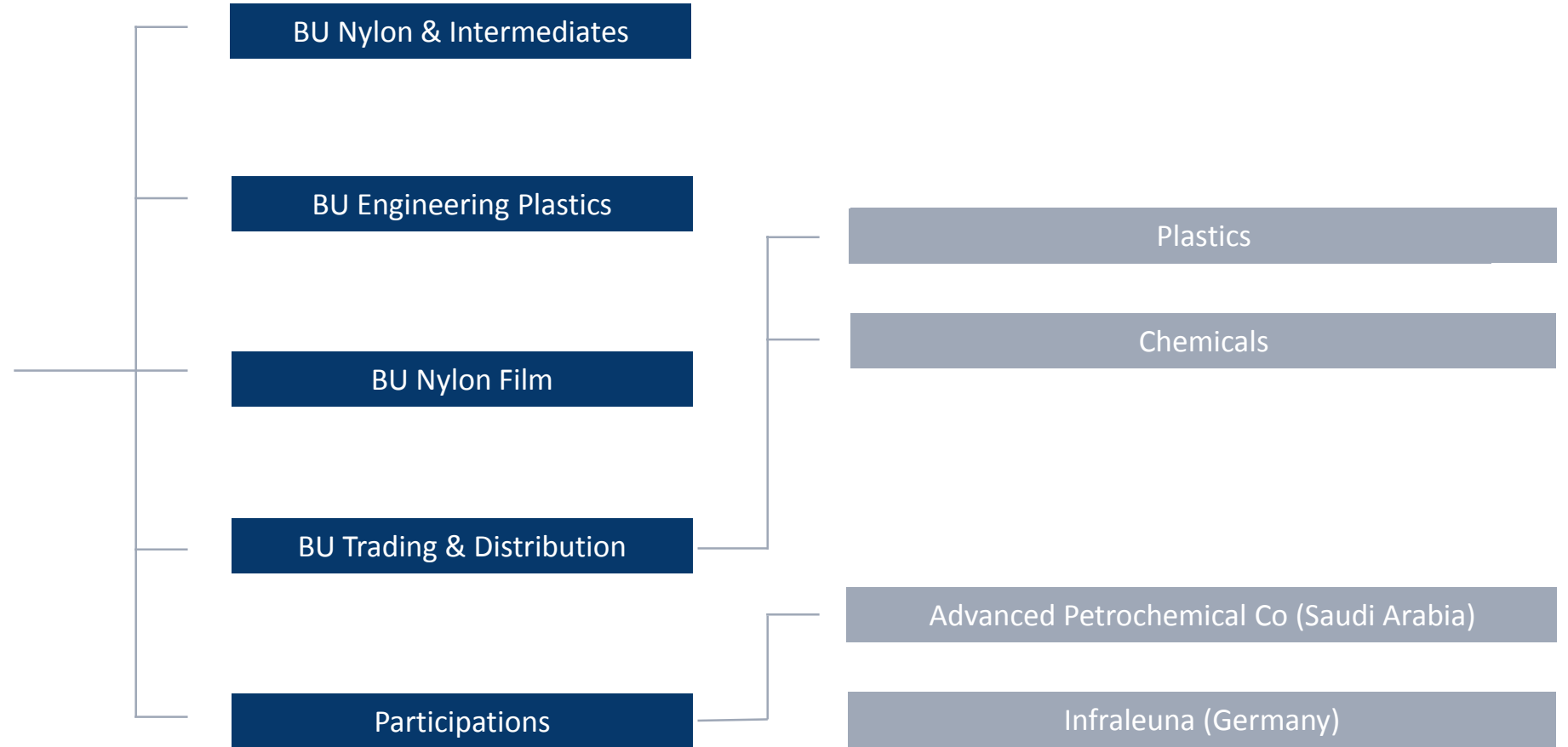
Capacities: 700.000 tons products

Global presence

TRUST, AGILITY, COMMITMENT



DOMO Chemicals



We build trustful relationships with our customers who can rely on our strengths



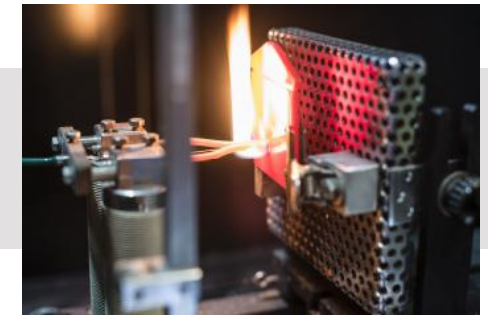
A solution provider



Flexible



Sustainable



Innovative



Integrated



Reliable



Global



The strength of chemicals.

A composite image showing an industrial chemical plant on the left and a massive glacier on the right. The plant features several tall distillation columns and a complex network of pipes and yellow safety railings. The glacier is a vast, white expanse of ice with deep crevasses and jagged edges. Four mountaineers in colorful gear and backpacks are seen climbing a ridge of the glacier, with ropes connecting them. The sky is clear and blue.

DOMO CHEMICALS. TRUST, AGILITY, COMMITMENT.

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- Applied Economics
 - Atlas Copco Oil Free Air
 - Atlas Copco Portable Air
 - Fleetguard/Cummins
 - Telenet

 - Independent Consultant & Partner
 - Progressio
 - Domo Chemicals
 - Scameleon
- UFSIA
 - Purchasing
 - Purchasing, Supply Chain, Project Management
 - Distribution Manager EMEA
 - Supply Chain, Plant & Property, Facilities, Warehousing, Project Management (ERP, Integration M&A dico, launch strategic programs)
 - Purchase & SCM
 - Purchase & SCM
 - Corporate Purchase Global
 - Chairman of the Board



The strength of chemicals.

A composite image showing an industrial chemical plant on the left and a massive glacier on the right. The plant features several tall distillation columns and a complex network of pipes. The glacier is a vast, white expanse with deep crevasses. In the foreground, four mountaineers in colorful gear and backpacks are climbing a steep, snow-covered slope. The sky is clear and blue.

DOMO CHEMICALS. TRUST, AGILITY, COMMITMENT.

- Embrace Technology – Invest in People
- How to beat the bots as a buyer?
- What the fxxx are “the bots”?
- Google: “**The Bots** are a Los Angeles-based indie rock band founded by brothers Mikaiah Lei and Anaiah Lei.”
- Check the internet: www.internet.com
- An internet **Bot**, also known as web robot, WWW robot or simply **bot**, is a software application that runs automated tasks (scripts) over the Internet. Typically, **bots** perform tasks that are both simple and structurally repetitive, at a much higher rate than would be possible for a human alone
- Intelligent bots are computer programs that leverage artificial intelligence to enable natural conversations with people. The recent advancements in machine learning and the convergence of compute power and big data are bringing artificial intelligence into the mainstream. Intelligent bots will transform every facet of every industry and dramatically improve the customer experience (source: oracle)

- Trends in purchasing....what to do?
 - Artificial intelligence is not a medicine for natural stupidity
 - When your tool is a hammer, all problems look like nails

- An organisation needs to meet certain criteria in order to be successful
 - Logic and consistent
 - Supported by the right systems & processes
 - Fit the 3 layer model: physical, administrative and systemsflows
 - Coherence & maturity of the organisation needs to be checked and mapped
 - Strategy of the company needs to be clear and transparant (ST & LT)
 - 3 values that need to be in line
 - Human Capital
 - Expectation of the corporate strategy towards Human Capital
 - (Continuous) Communication supporting and enabling it all

Top management support
Clear strategy & planning
Make resources available
Measurement systems
Visibility results
Reward systems

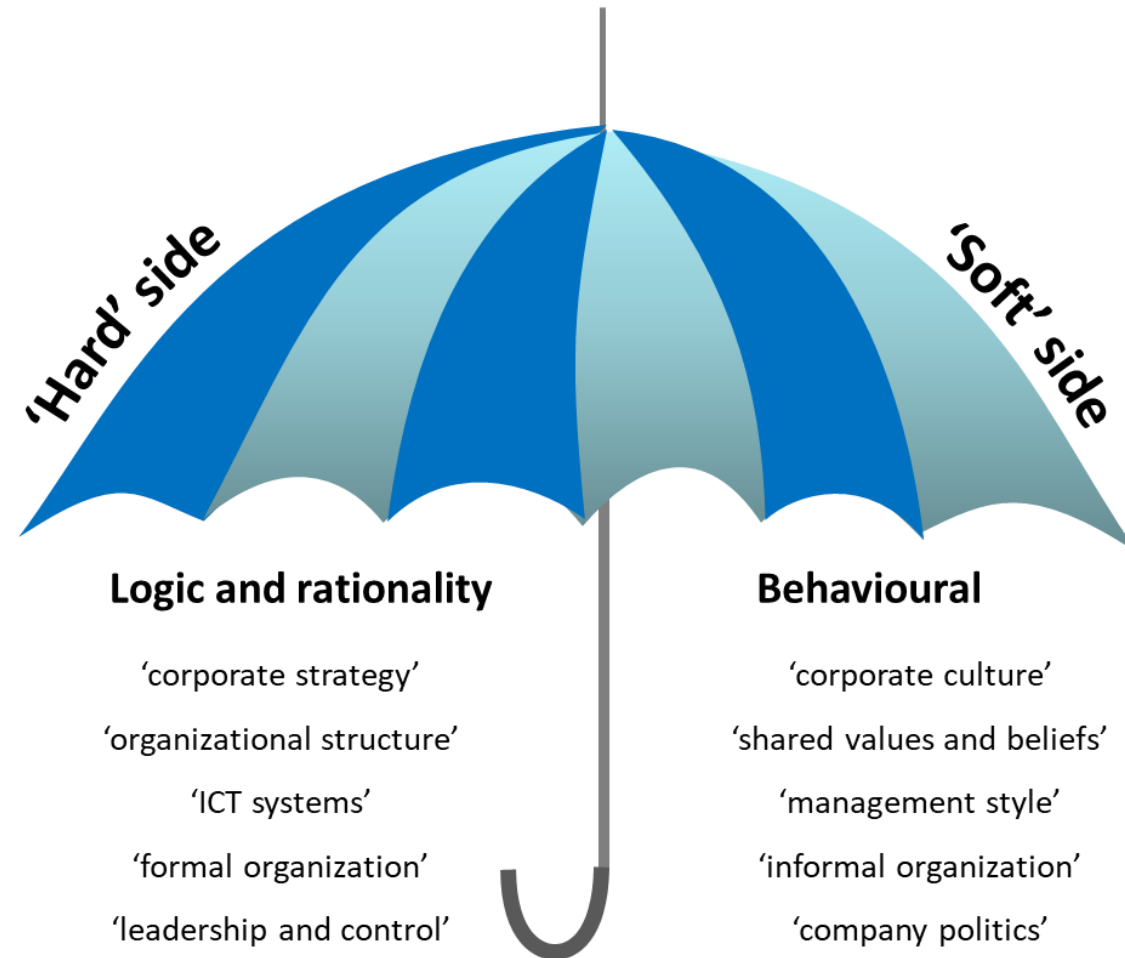
Create internal networks
Training
Job Rotation
Management Development
Programs
Company events
Group identity



Corporate Sourcing Platforms
Executive Steering Board
Corporate CPO
Category Managers
PMO
Category Development Teams

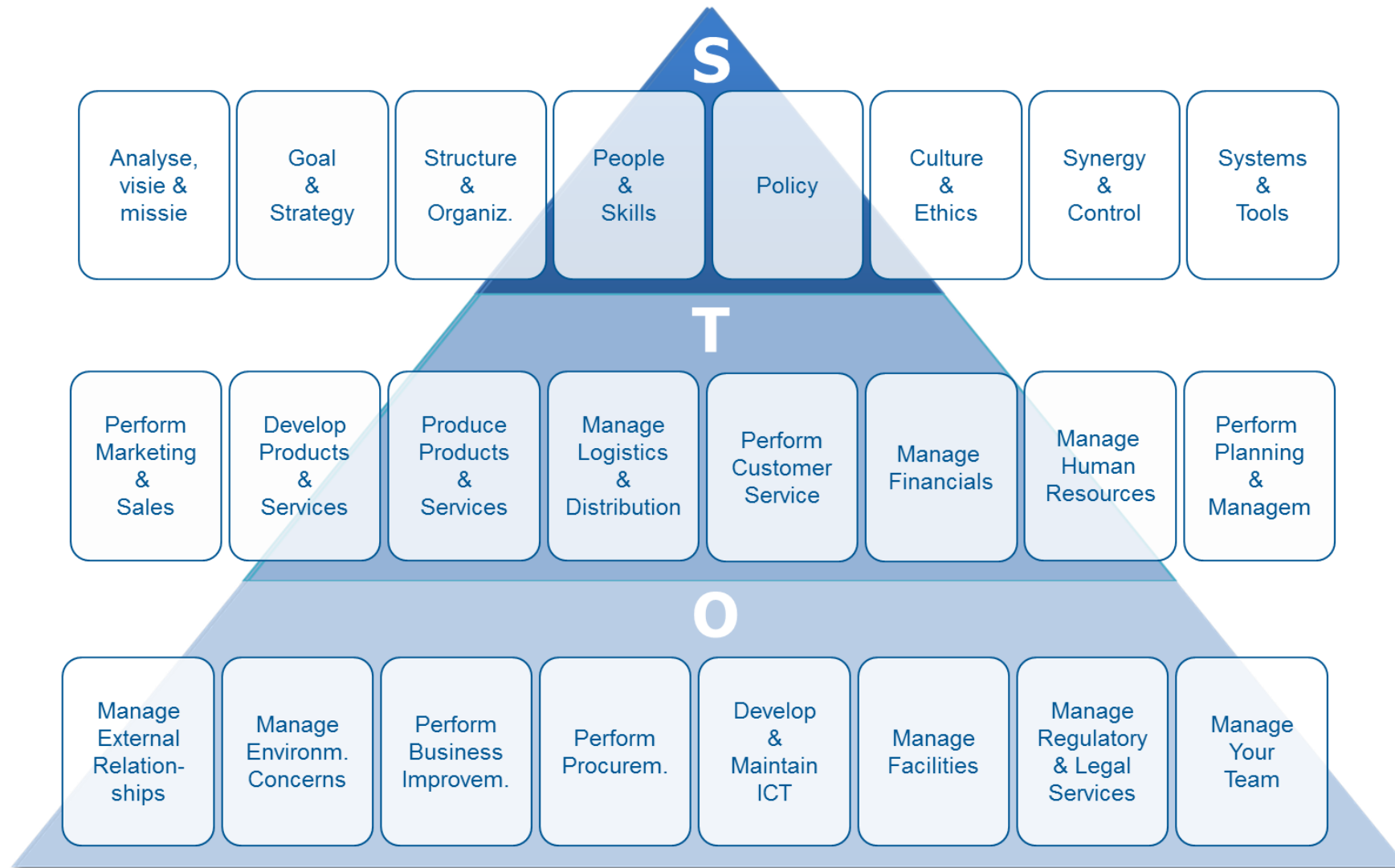
Intranet / internet / e-mail
Corporate Contract Database
(E-)Procurement systems
Videoconferencing
Centralized database system
Web portal or any other tool

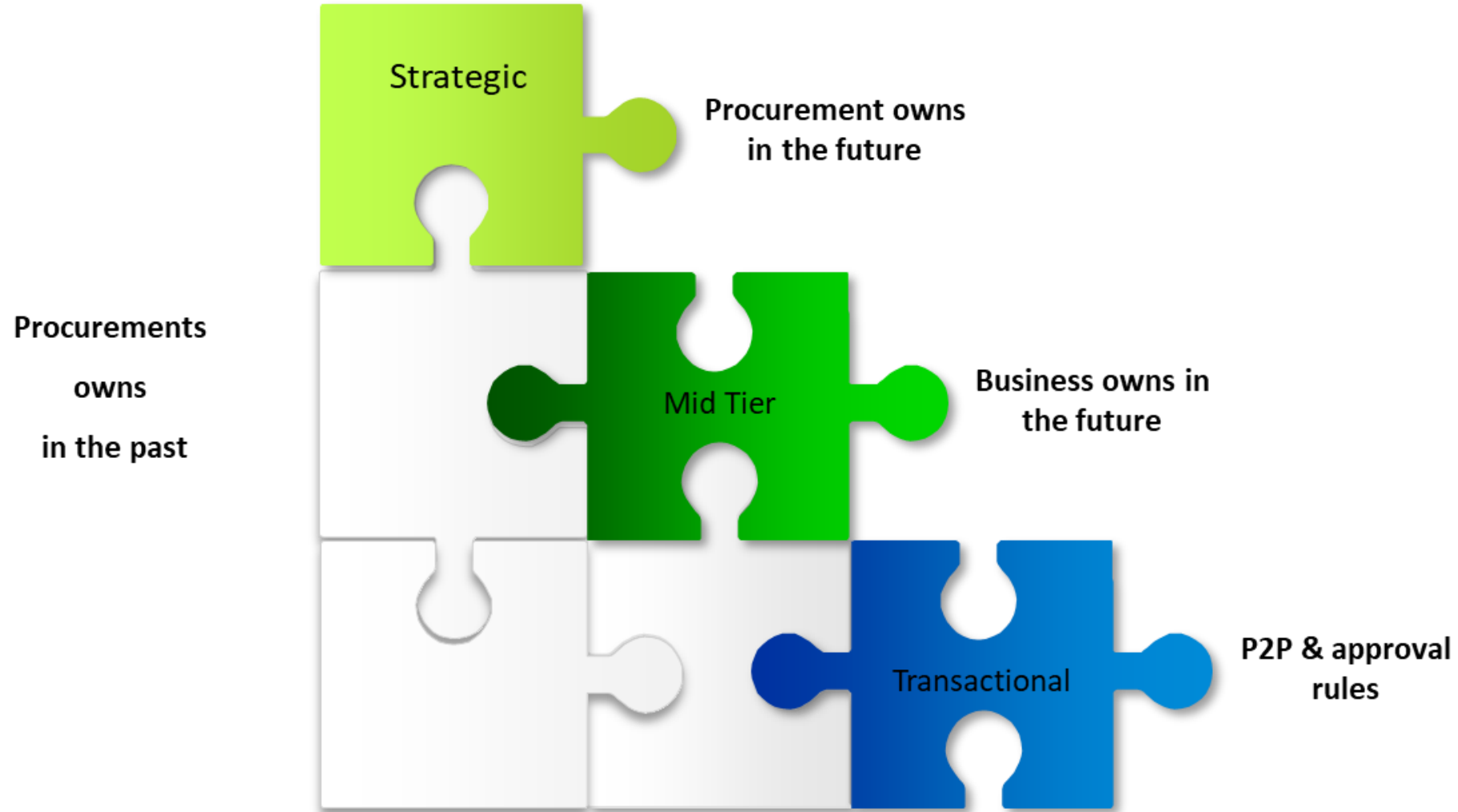
Creating corporate advantage through purchasing has 2 sides

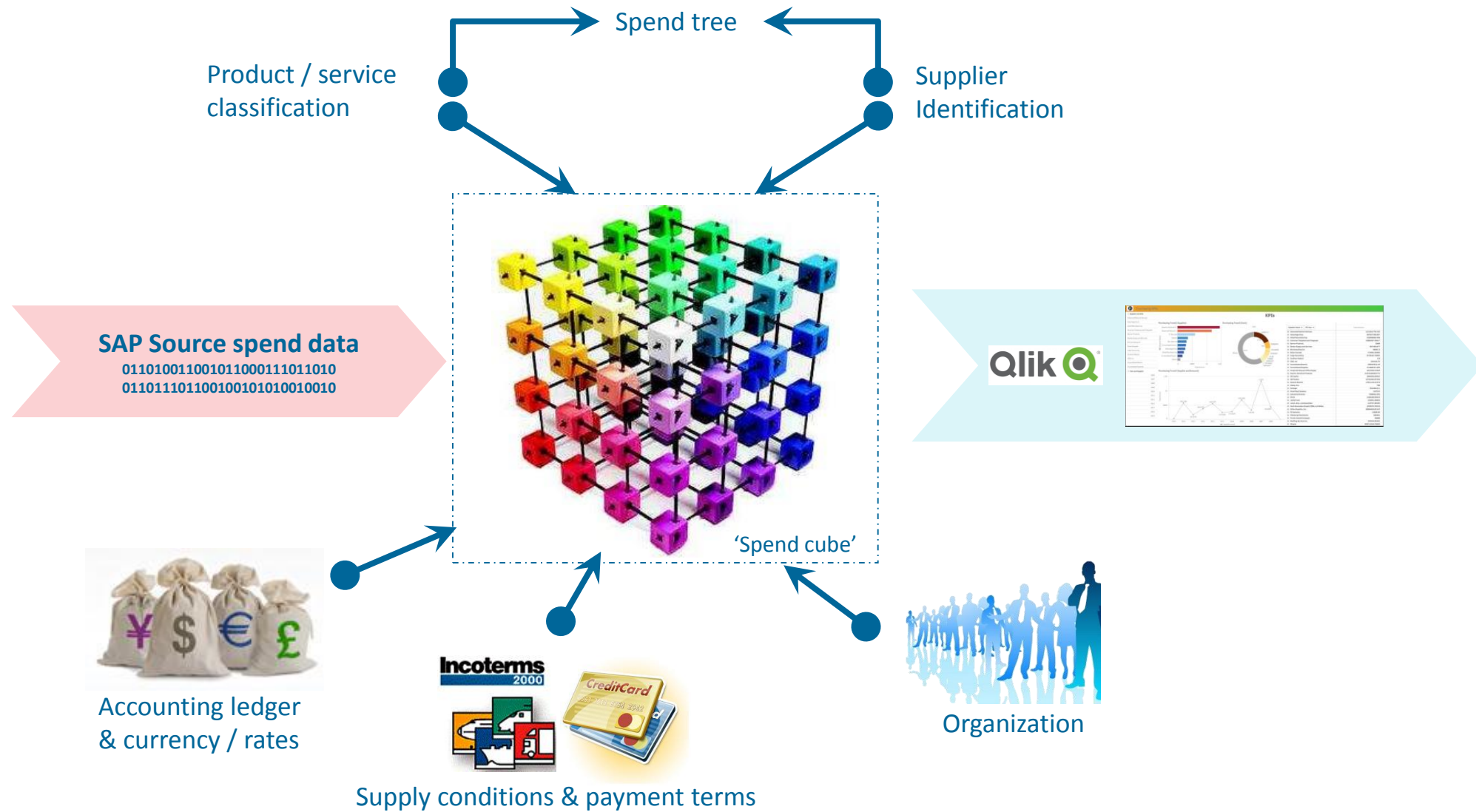


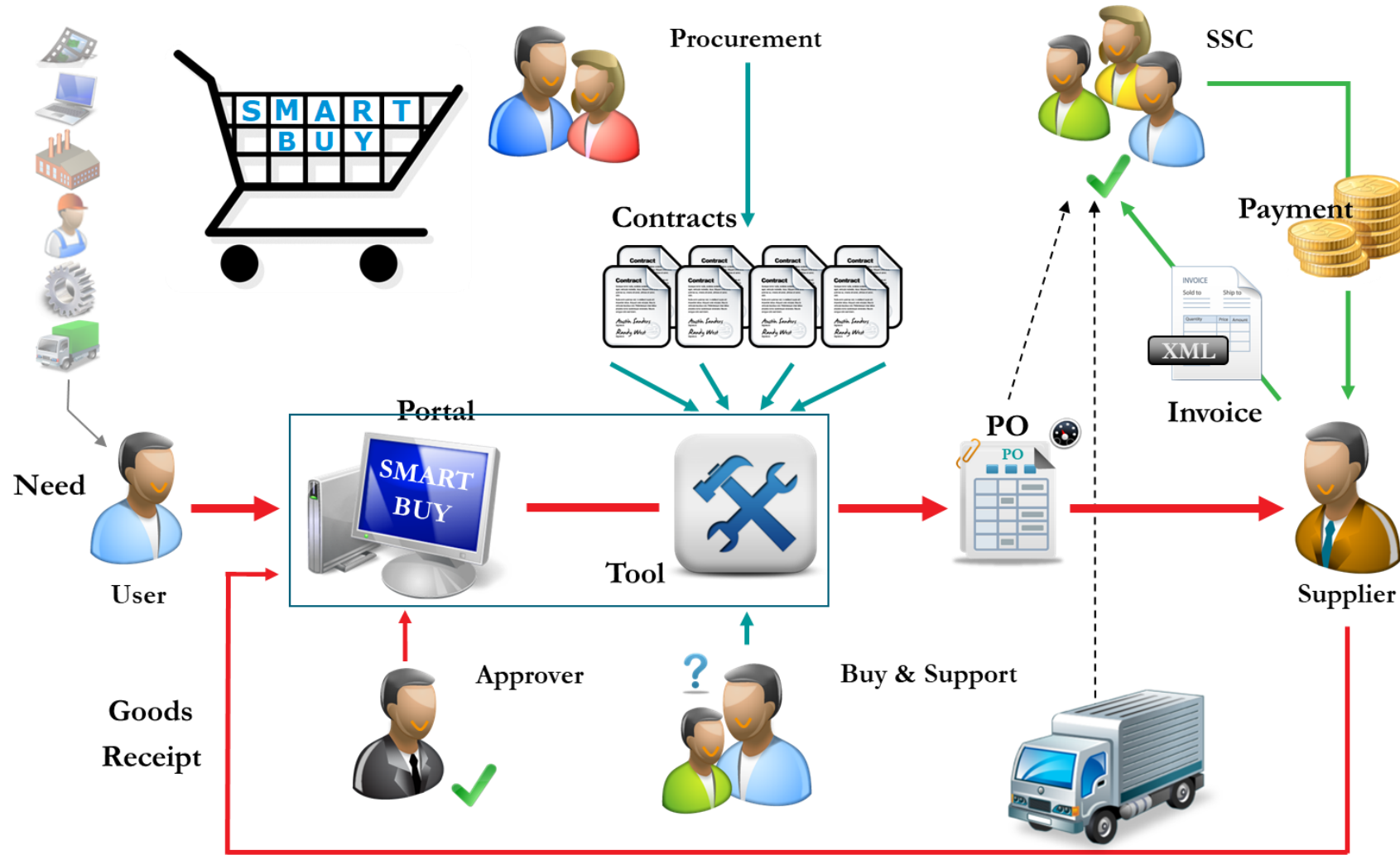
- Trends in purchasing....what to do?
 - If at first you don't succeed, redefine success
 - Success is not about waiting for the storm to pass ... it's about learning to dance in the rain

Clear split-up between S – T – O for Procurement









The "OLD" Tactical Sourcing Process: the key to cross-functional success



Supplier Profile Preselection screenshot:

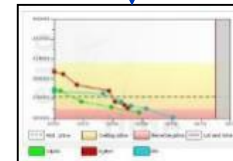
group	question	score
0	Business Direct & France	100
0	00 Certifications & Quality	100
0	00 Experience	100

Current answers table:

Name	Score	Block		
Not applicable	0	<input checked="" type="checkbox"/>	→	⚡
Not supported	1	<input type="checkbox"/>	→	⚡
Will be supported in the future	2	<input type="checkbox"/>	→	⚡
Can be supported via modifications	5	<input type="checkbox"/>	→	⚡
Supported as standard service	10	<input type="checkbox"/>	→	⚡

Supplier Added Value SLA screenshot:

group	question	score
0	Logistics	100
0	00 Quality	100
0	00 Service & support	100
0	00 Technical & services	100



Contract & SLA screenshot:

Contract rev. 1 PR-07047-MK2 (Cleaning-Garment-Service-Listbox 2)

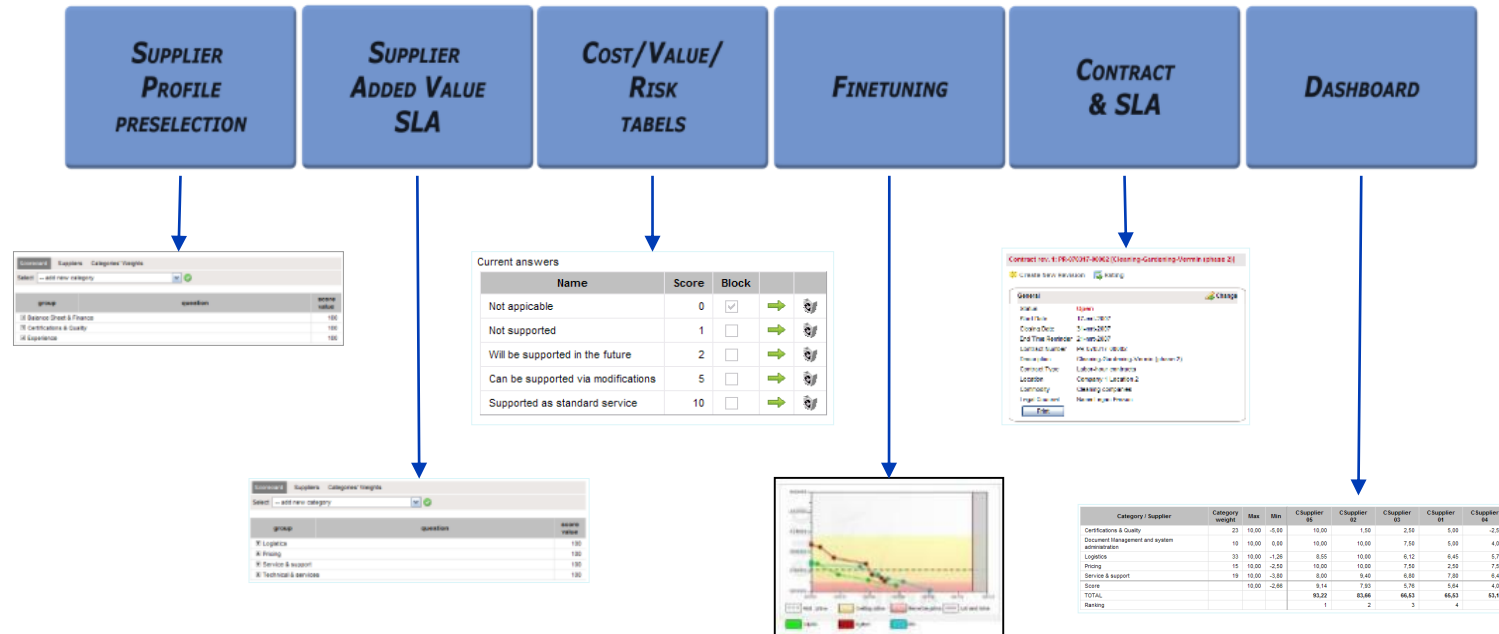
General

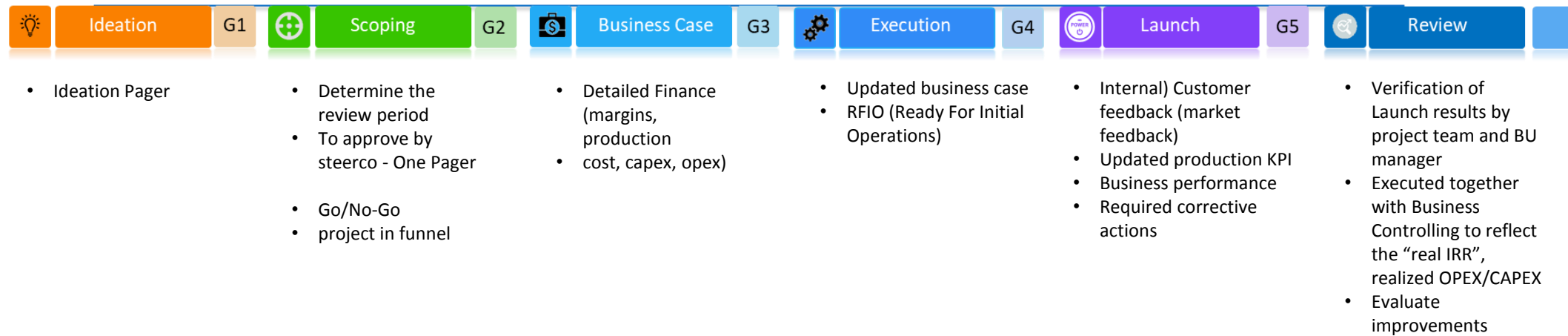
Value: 10000
 Price Type: 07-sep-2017
 Contract Date: 07-sep-2017
 DRG Time Release: 2-sep-2017
 Contract Start: 01-sep-2017
 Contract End: 01-sep-2017
 Contract Type: 01-sep-2017
 Location: 01-sep-2017
 Category: 01-sep-2017
 Currency: 01-sep-2017
 Target Date: 01-sep-2017

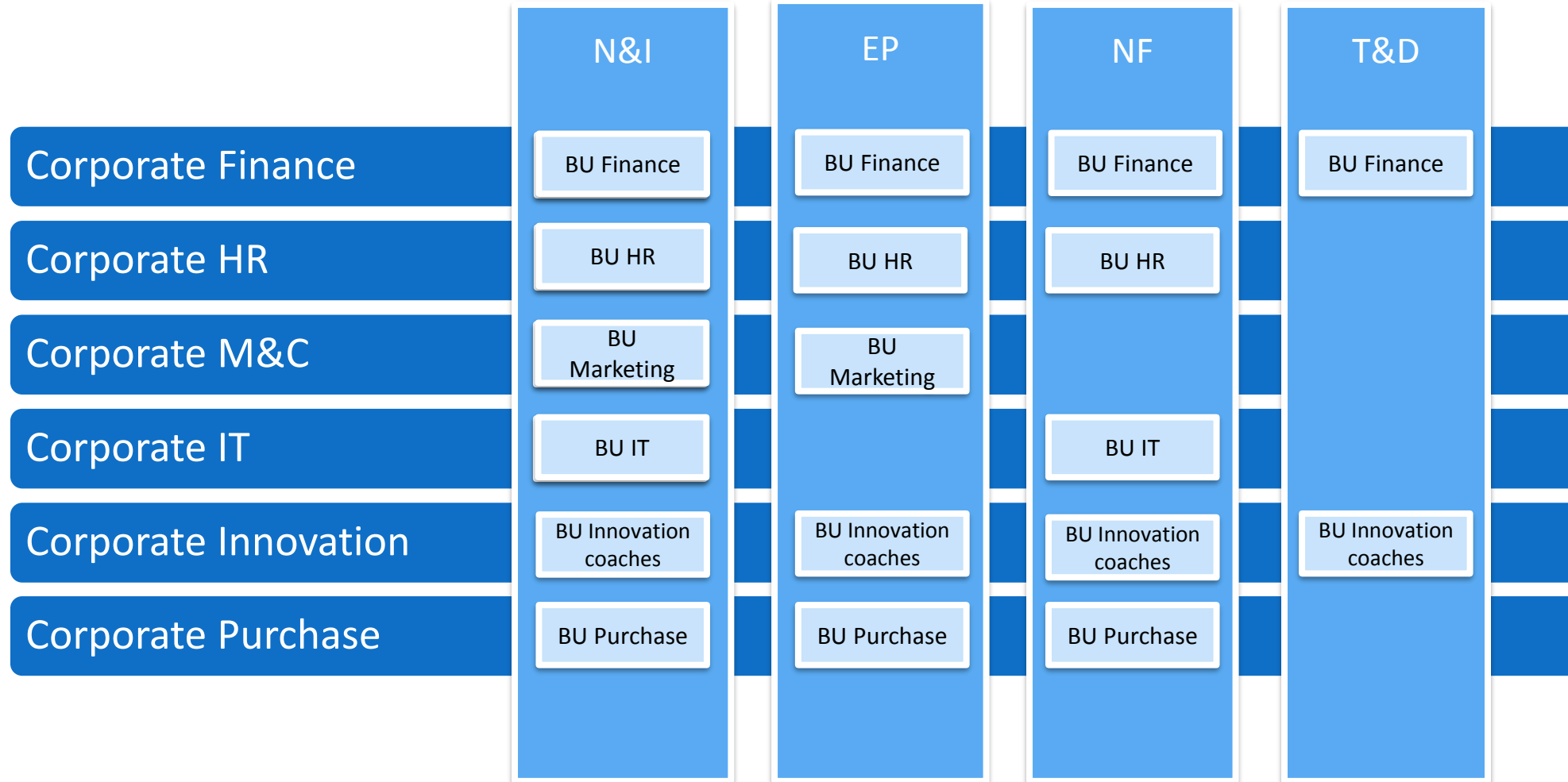
Dashboard screenshot:

Category / Supplier	Category weight	Max	Min	Supplier 01	Supplier 02	Supplier 03	Supplier 04	Supplier 05
Certifications & Quality	23	10.00	-5.00	10.00	1.00	2.00	5.00	2.00
Document Management and system administration	10	10.00	0.00	10.00	10.00	7.00	5.00	4.00
Logistics	33	10.00	-1.50	0.00	10.00	6.12	6.40	5.75
Printing	15	10.00	-2.50	10.00	10.00	7.10	2.50	7.00
Service & support	19	10.00	-3.00	0.00	9.40	6.00	7.00	6.40
Total		10.00	-2.00	9.14	7.90	6.74	5.64	4.90
TOTAL				80.22	80.66	66.63	66.63	63.42
Rating				1	2	3	4	5

The Tactical Sourcing Process: the key to cross-functional success

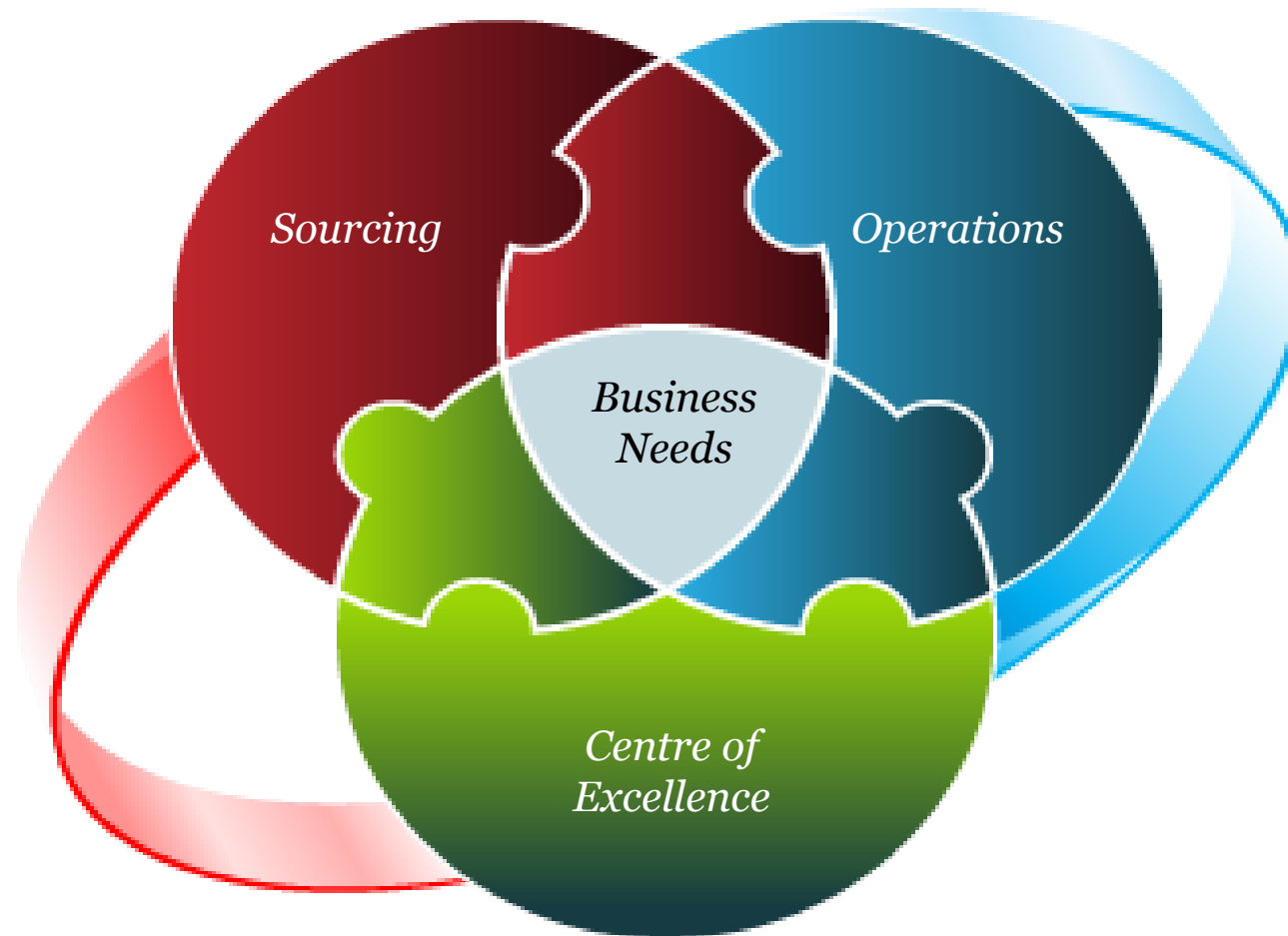




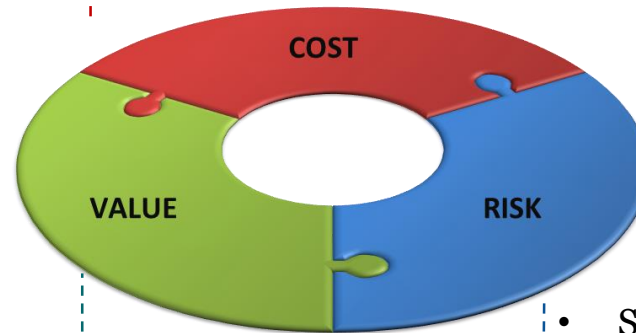


- Value drivers
- Purchasing's role
- Business role
- Delivery model
- Resources
- Corporate function drag
- Data scrutiny
- Asset lite
- Regulatory fragmentation
- Cost savings & risk mitigation
- Execution speed & Business insight
- Eroding process ownership
- Sourcing executor, agent or advisor
- Hybrid Center of Excellence
- Professional advisory staff & customer-oriented technology

See Market Study Gartner



- Cost savings
- Supply base reduction
- Product standardization
- Global sourcing
- Tendering
- Contract management



- Revenue growth from new business
- Improved margin on products
- Improved customer value proposition
- Early Supplier Involvement in new product development
- Shorter time to market
- Exclusive new products

- Single vs. multiple sourcing
- Performance based contracting
- Supply base management
- Corporate Social Responsibility
- Sustainability
- Supplier Auditing
- Intellectual Property

Who knew Lady Gaga before April 2008?



How can Belgacom anticipate what is lying ahead of us?



Inspired from Madonna's success story, perfect knowledge of her target group, audacious leverage of the technologies (digital music and social media), mix of music and fashion industries, she is now one of the most popular artists in the world → *30 millions followers on Tweeter (October 4th, 2012).*

Sources: You Tube; *Lady Gaga: born this way?*, J. Anderson and J. Reckhenrich, Antwerp Management School, 2011

- Trends in purchasing....what to do?
 - Don't worry, be app(y)