



Supply Chain and Procurement Operations Consulting Services

Introduction

Budapest, 2023

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The increasing focus on business resilience means procurement's position is unique. It has the power to elevate innovation, risk mitigation, sustainability, disruption, teams and transformation.





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01 Why EY?



01 EY Hungary Procurement Consulting team

Procurement Consulting Leadership



László Puklics
Senior Manager



Péter Debreczeni
Manager



Miklós Bodor
Senior



Veronika Frigy
Senior



Norbert Magyar
Senior



Ákos Weinhardt
Junior



Dániel Nagy
Junior

Meet our dedicated team

Team of 7 focusing on core procurement transformations

Our team is embedded as part of EY's global procurement network

01 Our global reach and capabilities in Supply Chain

Provided SC&O consulting services to more than **3,000** clients in the last five years

We have a worldwide presence with more than **4,000+** SC&O personnel

We have SC&O professionals numbering: **2,200+** in EMEIA, **820+** in Americas, **820+** in APAC

> 6,000 Nearshore and offshore GDS

> 2,000 IoT professionals

> 7,000 Data and Analytics Professionals

We have developed and activated **> 30** proprietary assets and tools

Ranked a leader in Procurement Operations Consulting by ALM Intelligence - 2020



- EY positioned as a leader in Supply Chain SAP Ecosystem Services by IDC MarketScope - 2021
- EY positioned as a leader in Worldwide Supply Chain all Other Ecosystem Services by IDC - 2021
- Ranked a leader in Procurement Operations Consulting by ALM Intelligence - 2019
- Named a leader in ALM Vanguard on Supply Chain Planning - 2019
- Named a leader in Forrester Wave Innovation Consulting Service Providers Q4 2018

More than **10** acquisitions

We have invested heavily in acquisitions and will continue to do so to expand our capabilities.



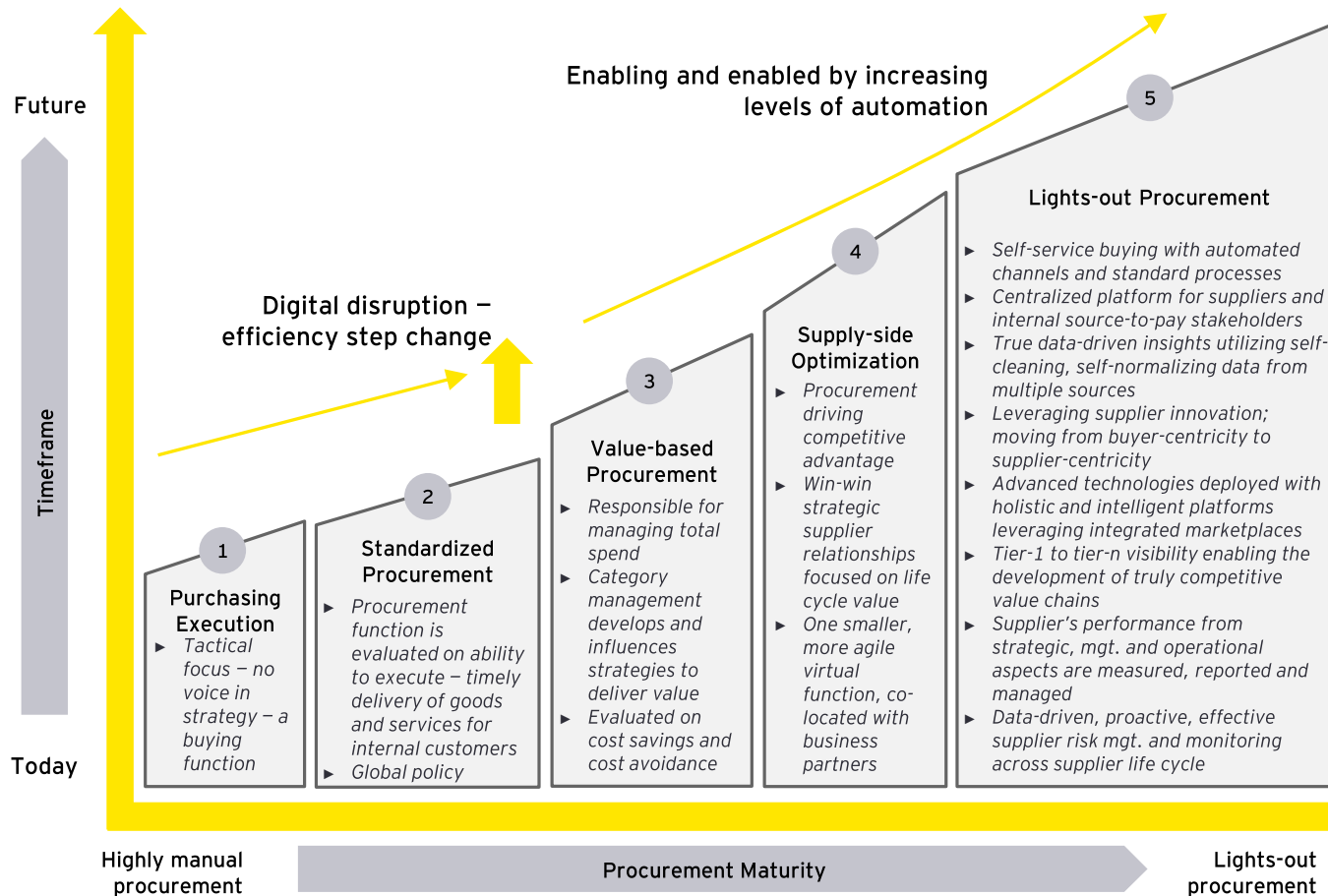
We have worked with the best and brightest in the business so our clients can take advantage of our market-leading collaborations.



EY has successfully delivered many supply chain wavespace events which have generated a multimillion dollar pipeline.



01 Leading procurement companies are evolving from linear to complex ecosystems and are being reinvented to meet changing business needs



02 Wide experience to cover End-to-End Source-to-pay landscape



Procurement Strategy & Operating Model

"Service design to perform the right work in the right place"

- ✓ Strategy & Organization Design
- ✓ Outsourcing advisory (S2P BPO Transformation)
- ✓ S2P Policy & Controls (Expense Management Governance)
- ✓ Managed services (P2P Operation outsourcing to EY Hubs)



Category Management & Sourcing Services

"Best suppliers supporting the business needs"

- ✓ Category Strategy & Execution
- ✓ Sourcing Optimization & Support
- ✓ E2E Tendering support (Scoping, RFP event setup, TP communications, Proposal collections & Evaluation)
- ✓ Saves opportunities



Contract & Supplier Management Services

"Managing supplier risk and maximizing contract value"

- ✓ Third-Party Lifecycle and Performance Management
- ✓ Third-Party Risk Management
- ✓ Contract Lifecycle Management (contract templates content design, tools, processes, records retention)
- ✓ Divestiture/M&A support
- ✓ Spend review, rationalization strategy



Purchasing & Payment Services

"Touchless P2P processes with seamless user experience"

- ✓ Purchase-to-Pay Transformation Design & Support
- ✓ Resource augmentation to support daily operations



Procurement IT, Automation & Analytics

"Leading procurement platform enabling processes and insights"

- ✓ S2P Technology Implementation: Digital transformation design and implementation roadmap (SAP -Ariba)
- ✓ Procurement & Spend Analytics (Tableau, Qlik)
- ✓ P2P Catalogue strategy design and setup
- ✓ S2P Automated Process Design, Workflow mapping and Optimization



Sustainability in Procurement

"On the way to a better customer experience"

- ✓ ESG compliance Fit/Gap analysis
- ✓ Sustainability & Supplier Diversity program implementation

03 Service line leadership



László Puklics
Senior Manager, Supply Chain & Operations

Laszlo.Puklics@hu.ey.com

+36 30 398 1239

[Puklics László | LinkedIn](#)

Background

Professional Experience

- ▶ Laszlo has 12+ years of experience in procurement and shared service centers
- ▶ Laszlo has 6+ years of experience in SAP Ariba implementation globally including all modules
- ▶ He has deep knowledge in the Source-to-Pay processes, with hands on experience
- ▶ Laszlo also has deep understanding of business process outsourcing
- ▶ He has worked on several procurement transformation projects

Expertise

- ▶ Strategic sourcing
- ▶ Procurement workflow and process development
- ▶ S2P Process Transition
- ▶ Procurement policies and compliance expert
- ▶ Project management

Relevant experience

- ▶ Laszlo performed an End-to-End procurement assessment for a US based healthcare insurance client. Purpose of the assessment was to document current state and identify improvement opportunities to drive further efficiency within the team
- ▶ Laszlo supported a global pharma company with their SAP Ariba deployment leading the workstream of content enablement and GBS centralization of the to be procurement support functions
- ▶ Laszlo supported the implementation of SAP Ariba Buying and Invoicing and Guided Buying for Canadian branch of a US medical-surgical and pharmaceutical distributor. Participated in the outsourcing of procurement operations activities to a service provider, to ensure Go Live readiness for both system and organization
- ▶ Laszlo assisted with the setup of a Shared Service Center focusing on location selection and ramp-up activities
- ▶ Laszlo performed benchmarking, cost comparison and plant layout review for a Hungarian plant site in order to reduce cost, enhance cycle time and overall efficiency of the plant
- ▶ Performed End-to-End Supply Chain (logistics, purchasing) assessment for an agribusiness participant to identify roadmap for centralization and improvement opportunities
- ▶ Implemented SAP Ariba Contracts for a German healthcare company for European business units
- ▶ Ariba SLP design and implementation for a US headquartered semiconductor business participant. Implementation was executed globally
- ▶ Laszlo was providing support for an End-to-End P2P Ariba implementation for a US based medical-surgical and pharmaceutical distributor. Laszlo was responsible for leading the data cleansing/supplier & catalog enablement efforts along with collecting the business requirements for the tool.
- ▶ Laszlo assisted with outsourcing efforts of various procurement functions from RFP development to knowledge transfer and Go Live support
- ▶ Performed Procurement SSC Maturity assessment for a motor manufacturer to help standardize processes and controls over their Direct & Indirect procurement space, enabling their shared service center to become an advanced level organization
- ▶ Prior to EY Laszlo was working at IBM in the procurement outsourcing organization. Supported various clients in their outsourcing efforts in the S2P space

About Laszlo

In Laszlo's spare time, he likes to travel, spend time with his pets and enjoys car racing

Key clients served

Centene, Lonza AG, Datalogic, BUNGE, McKesson US, McKesson Canada, Merck, Micron, MAVIR, TKE, NIDEC, KION