

# *xchange*

Connecting Buyer & Supplier

Frank Schmidt  
CEO Onventis



Xchange Benelux

November 8, 2022



» Wollen wir die Gesellschaft  
verstehen, müssen wir die  
**Wirtschaft neu Denken.** «



Xchange 2021

Zeche Zollverein, Essen



Welcome to  
Onventis Xchange !







# Agenda

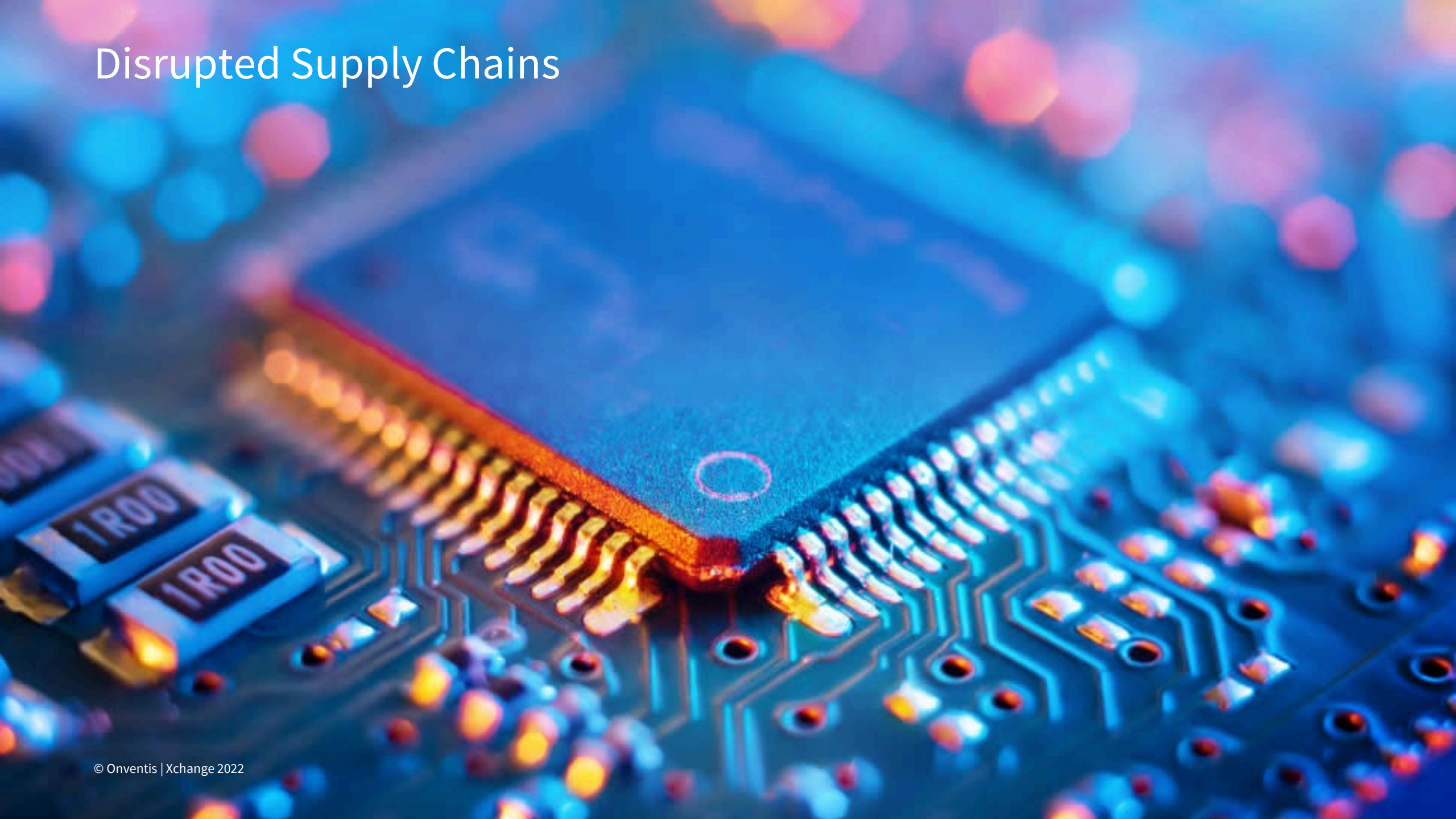
- Challenging Times
- Onventis Procurement Barometer 2022
- Cloud Procurement Initiatives for 2023
- Analyst's View
- Onventis is your Partner

# The New Normal





# Disrupted Supply Chains





„New Challenges“!





# Energy Crisis



Inflation





# Procurement Barometer 2022



Sustainability in procurement is turning from a goodwill activity into a duty.

Prof. Dr. Rainer Kämpf

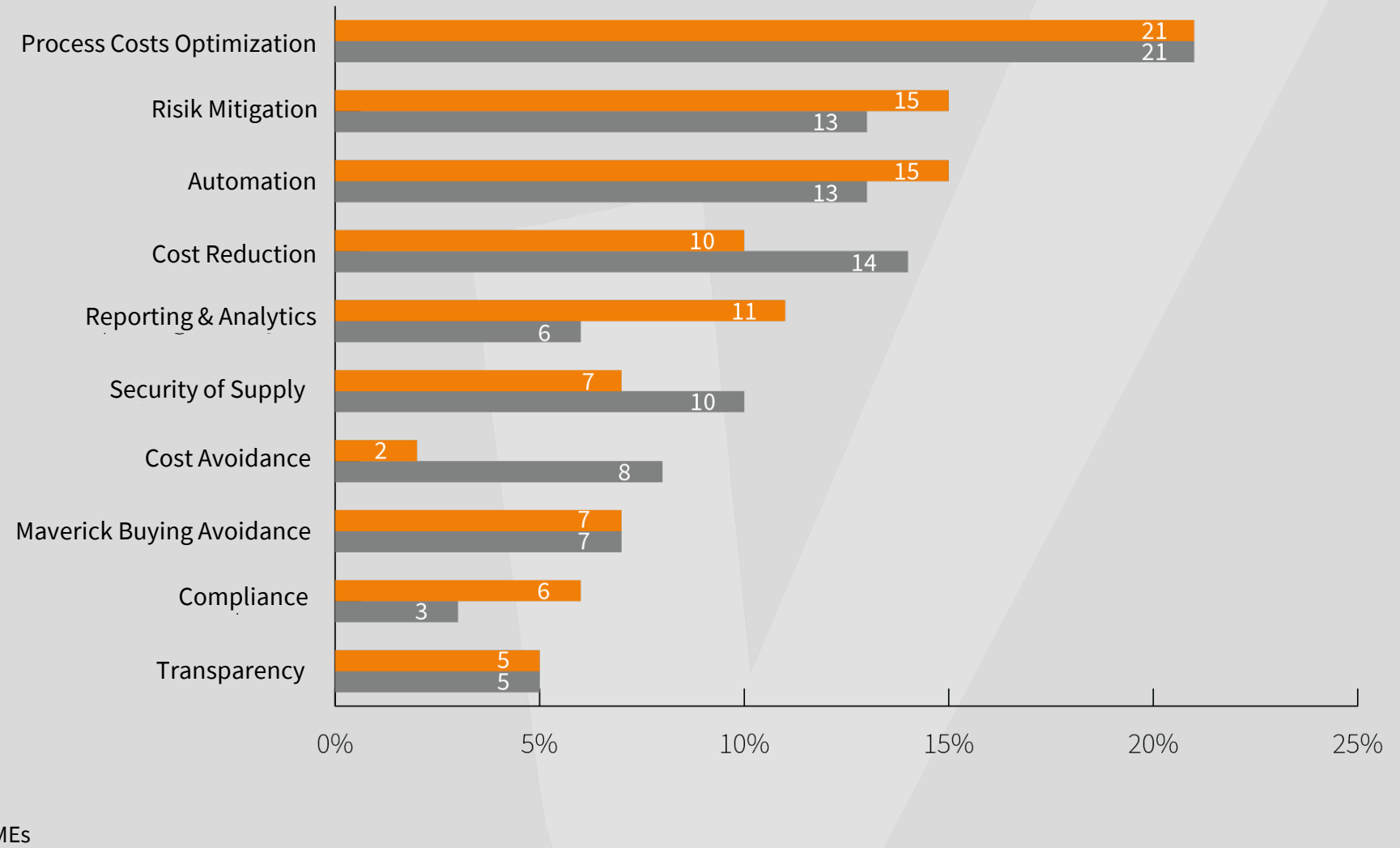
Lecturer in Production Management and International Logistics, ESB Business School

**onventis**



# Procurement Barometer 2022

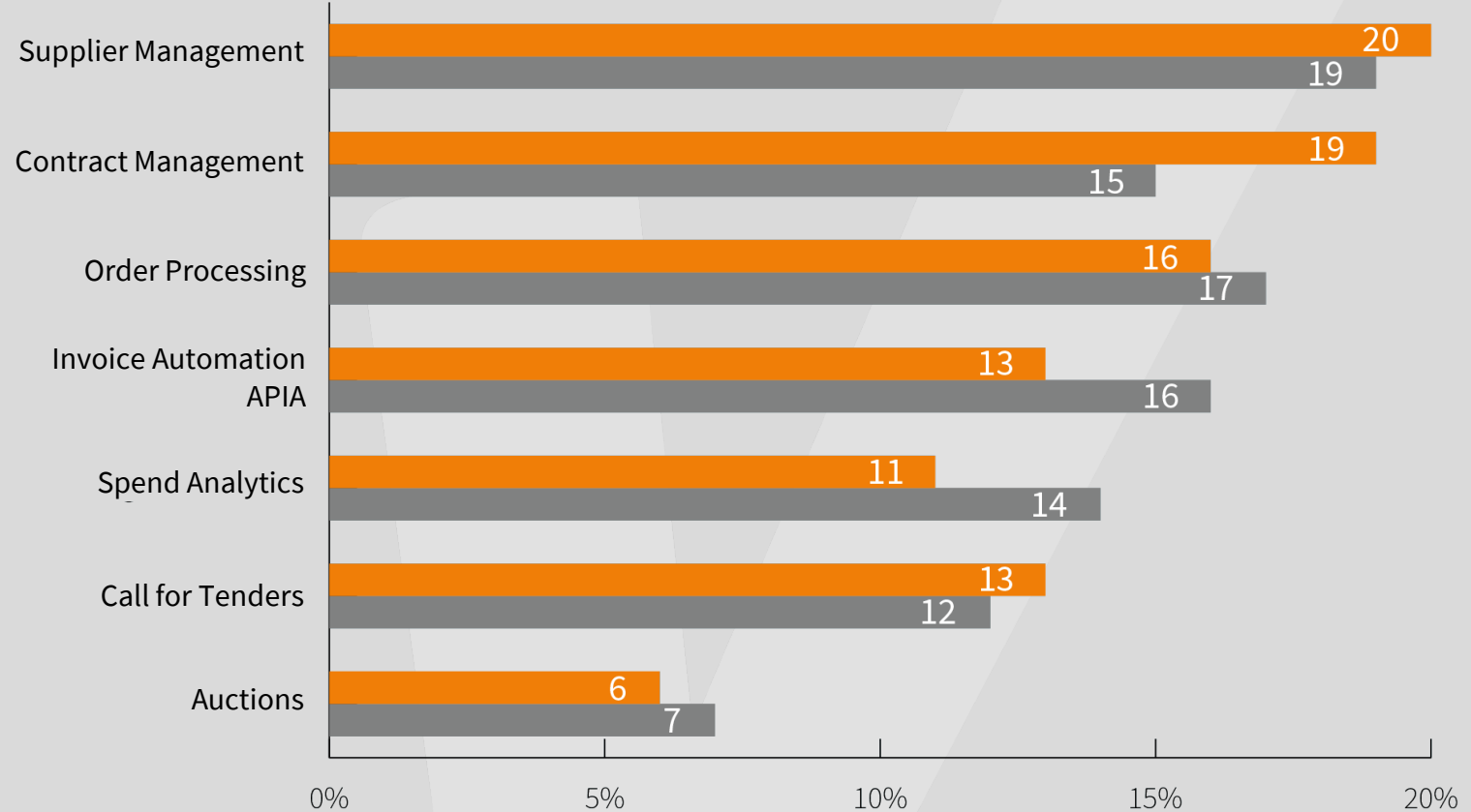
The drivers of digitalization in purchasing remain constant.





# Procurement Barometer 2022

Mid-size enterprises  
currently see the greatest  
need for digitization in  
supplier management.  
greatest need for  
digitization.



Large medium-sized companies

SMEs



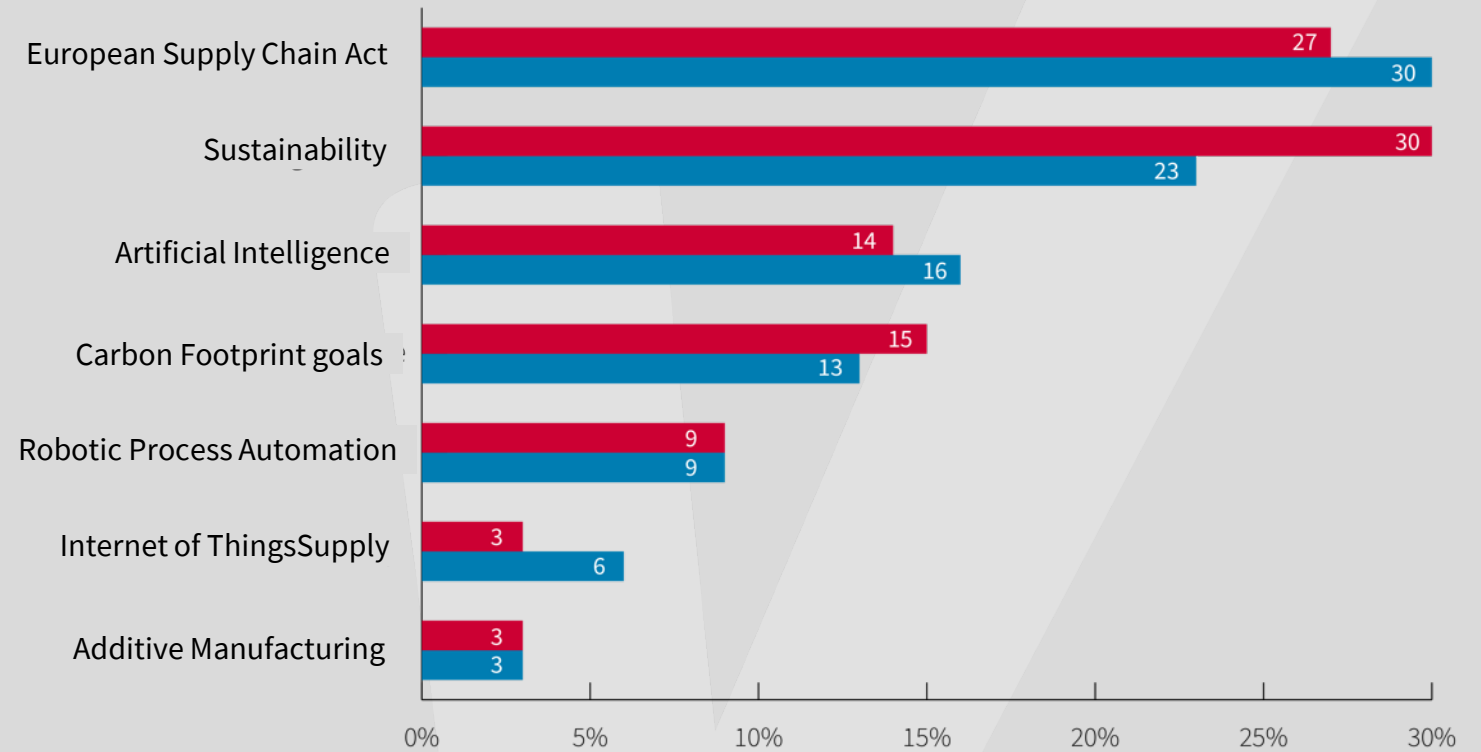
# Midterm & Strategic Market Trends

Procurement Barometer 2022, in %

Sustainability goals,  
European Supply Chain  
Act and Artificial  
Intelligence are the  
main topics in  
purchasing.

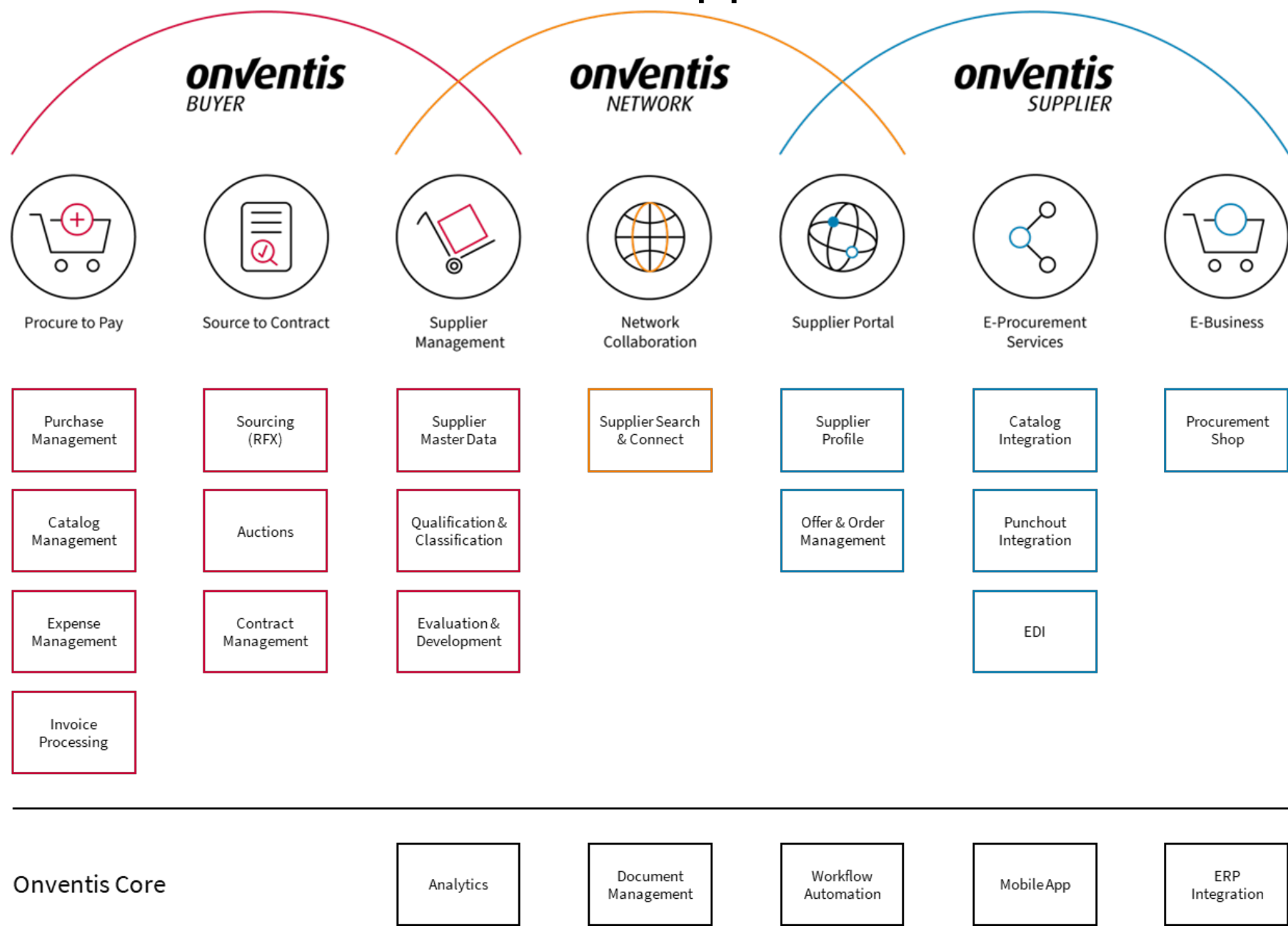
■ Large medium-sized companies

■ SMEs

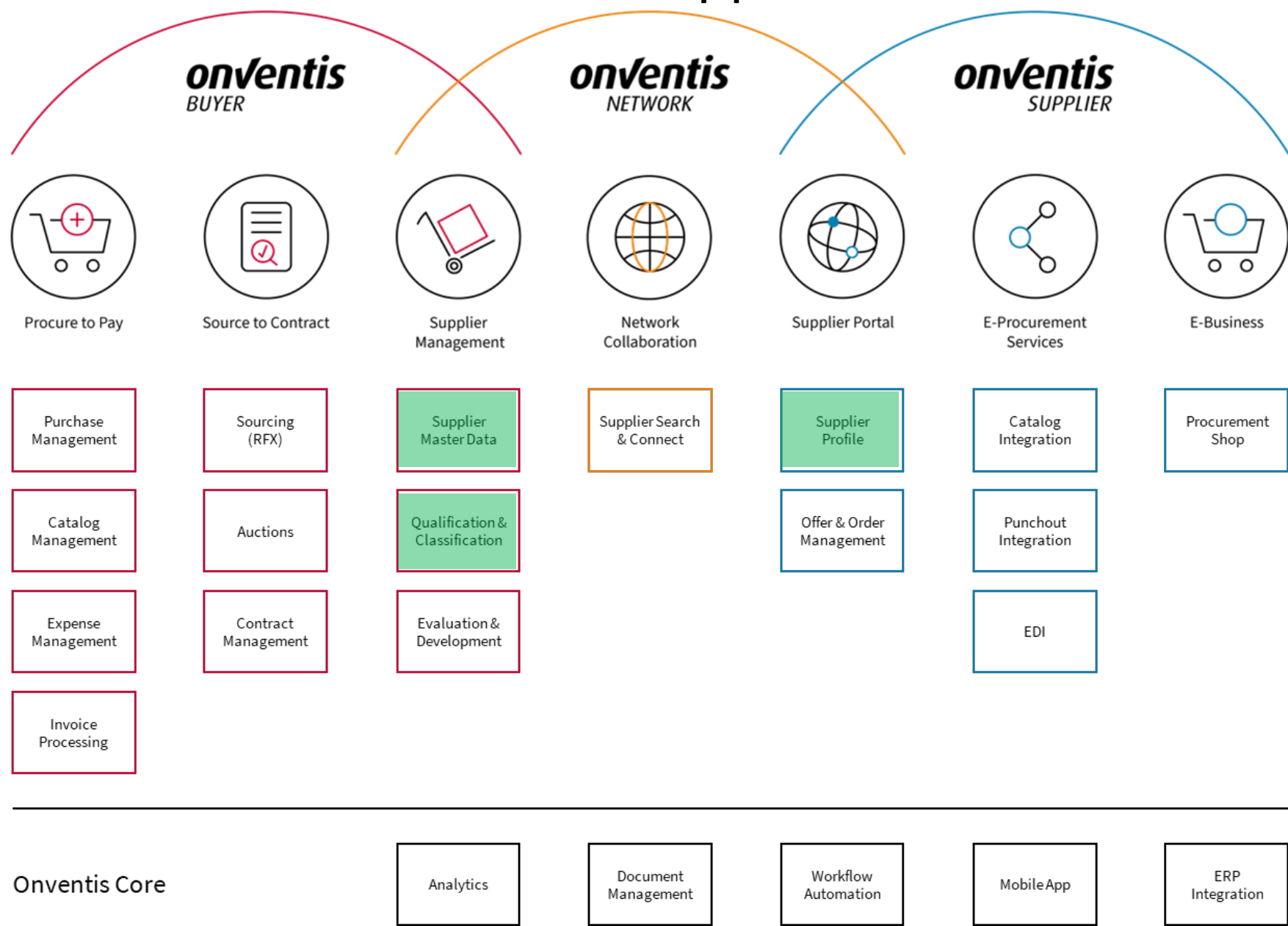




# Onventis Product Portfolio – 22 Apps



# Onventis Produkt Portfolio – 22 Apps





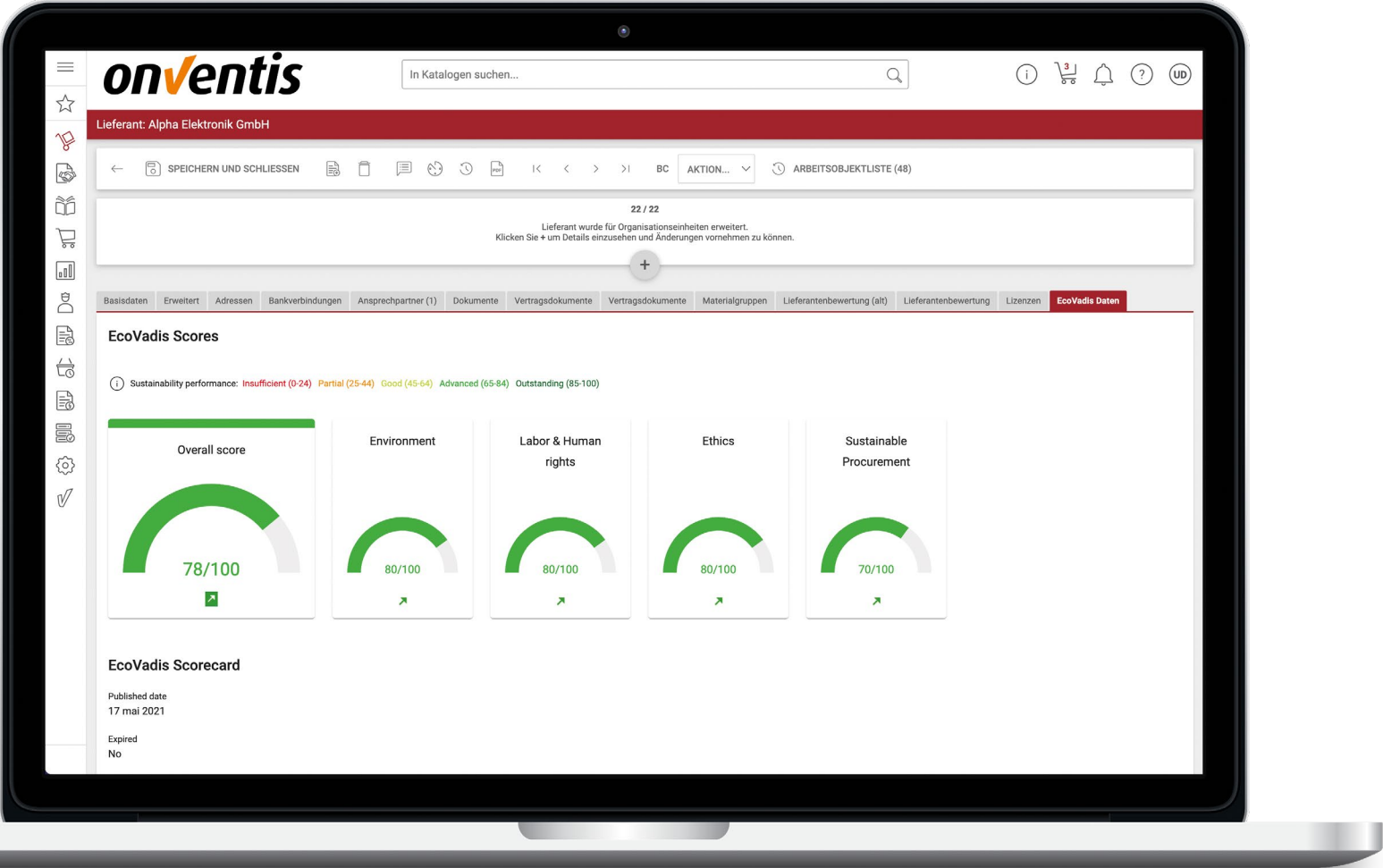
# Supplier Questionnaire

- Identify the most sustainable providers with data support
- Accelerated creation process and better structuring of queries
- Multilingual sustainability queries with suppliers
- Link sustainability questionnaire with suitable material group

The screenshot shows the CIRRUSCORP Supplier Questionnaire web application. The interface is divided into several sections:

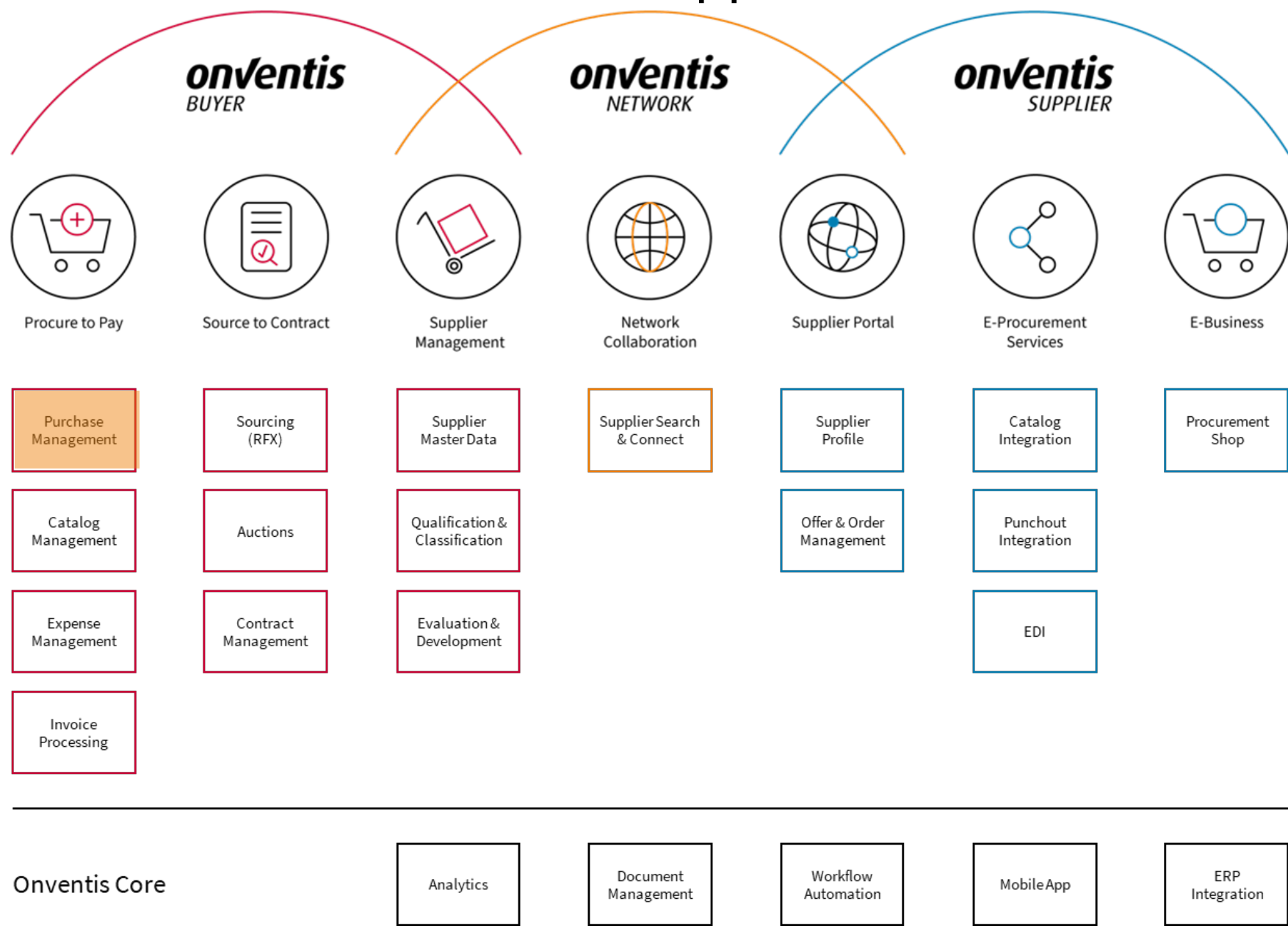
- Header:** Features the CIRRUSCORP logo, a search bar with the placeholder "In Katalogen suchen...", and icons for a shopping cart, notifications, and user profile.
- Navigation:** A sidebar on the left contains icons for various functions. The top navigation bar includes "Fragebögen" and a button to "Assistenten schließen".
- Main Content Area:**
  - Tabs:** "1. Allgemeine Informationen", "2. Editor" (active), and "3. Zusammenfassung".
  - Designer Panel:** On the left, it lists various widget types: Text, Auswahl (checked), Option, Dropdown, Wahrheitswert, Datei, Panel, and Panel (dynamisch).
  - Editor:** The central workspace displays a questionnaire titled "Lieferkettensorgfaltspflichtengesetz". It includes a description: "Gesetz über die unternehmerischen Sorgfaltspflichten zur Vermeidung von Menschenrechtsverletzungen in Lieferketten (Lieferkettensorgfaltspflichtengesetz - LkSG)". A question is posed: "Ist das Lieferkettensorgfaltspflichtengesetz bereits bei Ihnen im Unternehmen organisatorisch verankert?", with "Nein" and "Ja" radio button options. Below this, another question asks for the contact person: "Wer im Unternehmen ist als Personal hauptverantwortlich und als Ansprechpartner zu nennen?", followed by a text input field for "Nachname, Vorname".
  - Properties Panel:** On the right, it shows settings for the selected widget, including "Allgemein" (Name: "Ansprechpartner", Titel: "Wer im Unternehmen ist als Personal hauptverantwortlich und als Ansprechpartner zu nennen?", Beschreibung: empty), "Sichtbar?" (checked), "Erforderlich?" (unchecked), and "Read-only" (unchecked). Navigation buttons "Vorheriger Schritt" and "Weiter zu Schritt 3" are at the bottom.

# Sustainability Ratings for Global Supply Chains

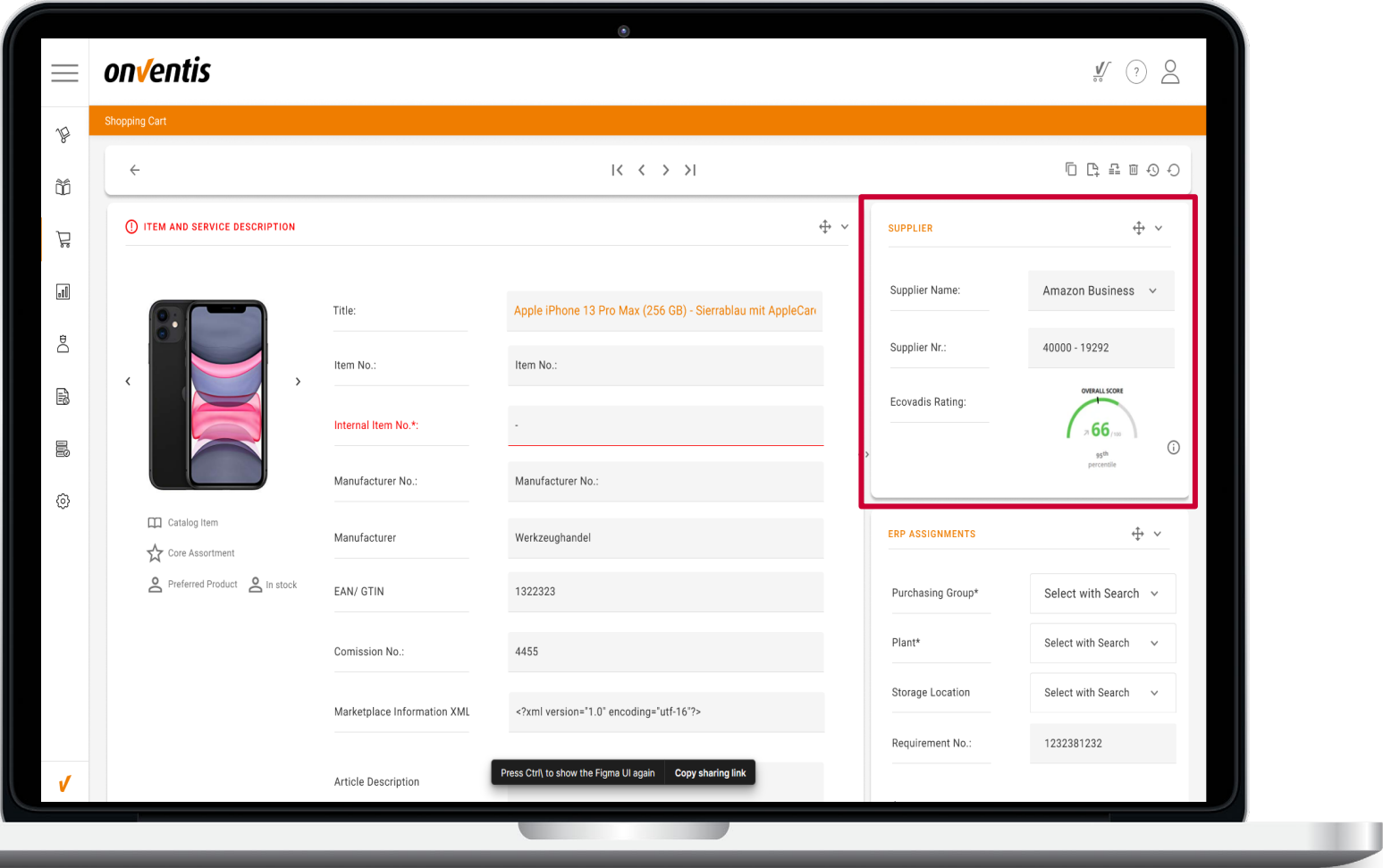




# Onventis Product Portfolio – 22 Apps

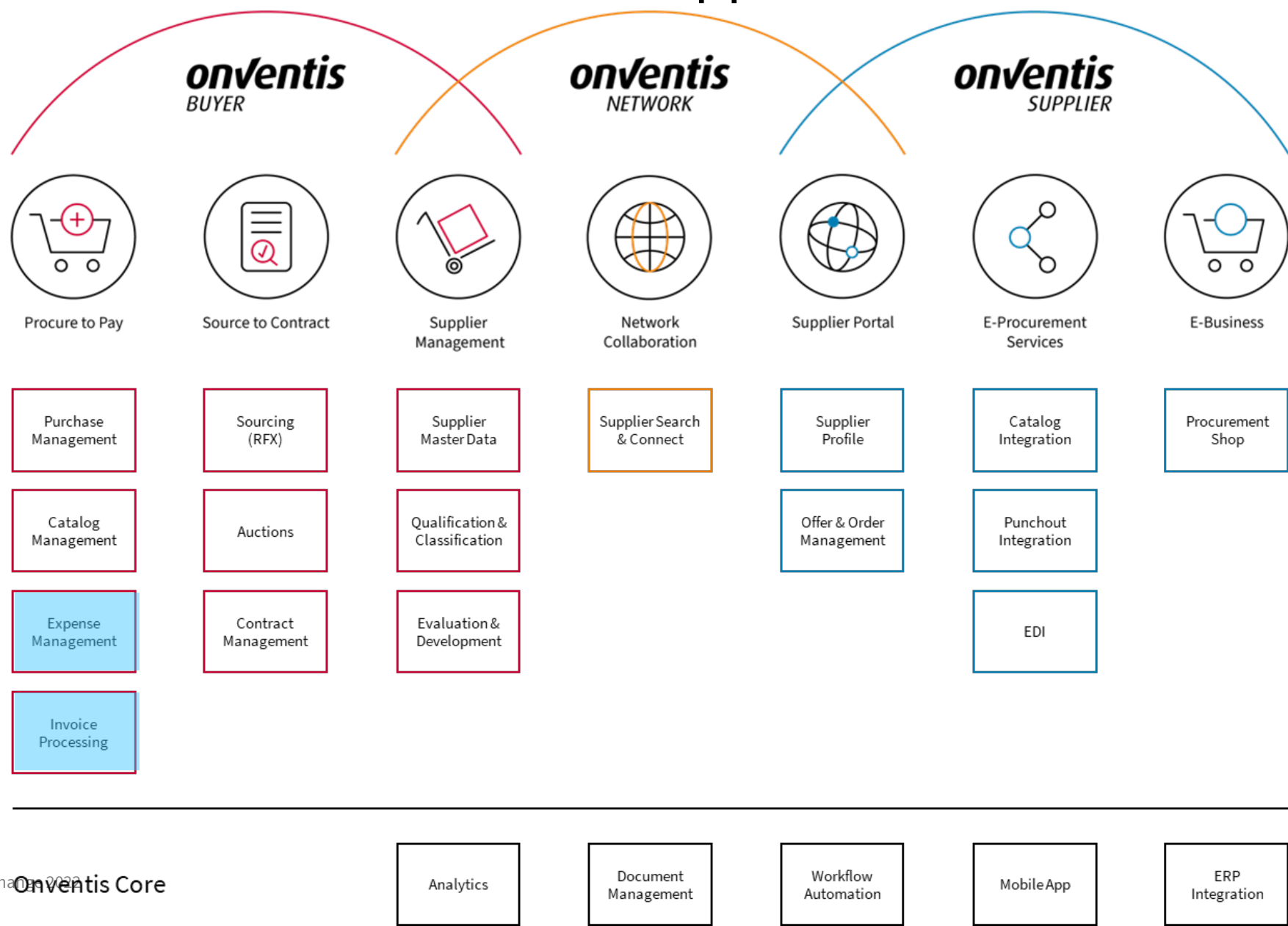


# Sustainability Ratings integrated in P2P process





# Onventis Product Portfolio – 22 Apps



# Invoice Automation (Robotic Accounting)

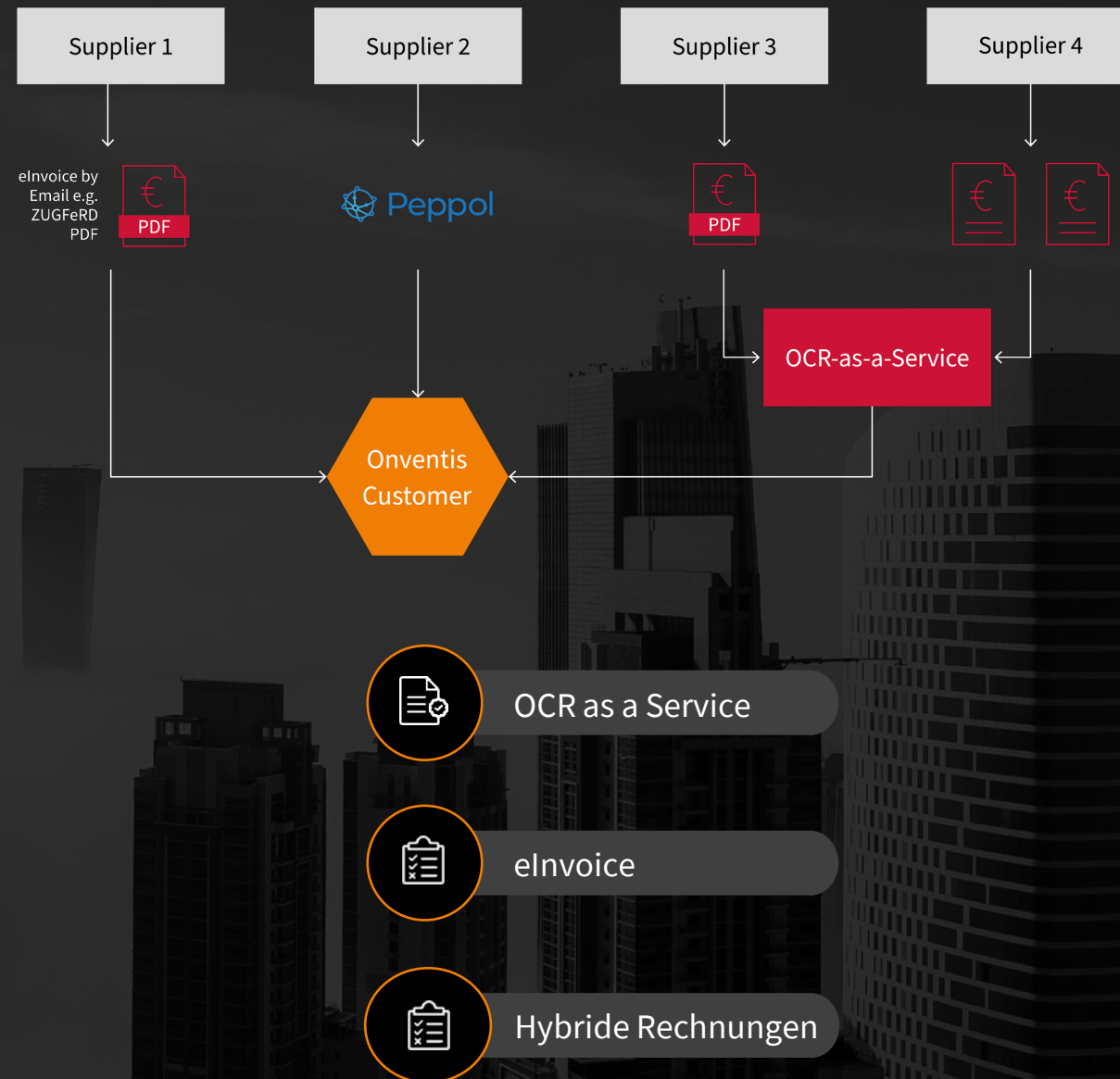
The screenshot shows the Onventis software interface. The top part displays a list of invoices with columns: Transa..., Lieferant, Lieferanten-R..., Datum..., Rechnungs..., and Beschreibung. The bottom part shows a detailed view of an invoice for 'GRENKE AG' with a net amount of 236.00 EUR and a VAT amount of 44.84 EUR.

Transa...	Lieferant	Lieferanten-R...	Datum...	Rechnungs...	Beschreibung
✓ 00000002	250: Vodafone GmbH...	117209482845	07/07/2020	439.71 EUR	117209482845
✓ 00000001	230: Bechtle direct Gm...	9134972485	30/09/2019	384.07 EUR	9134972485
✓ 00000005	410: BUCKFANG Onlin...	05924450672	24/03/2020	130.66 EUR	05924450672
✓ 00000004	400: Flyeralarm GmbH...	DE200328911	04/02/2020	256.87 EUR	DE200328911
✓ 00000003	220: inWerk® GmbH...	R200097313	01/09/2019	9.353.40 EUR	R200097313
✓ 00000003	240: GRENKE AG	00006105242020	22/05/2020	280.84 EUR	00006105242020

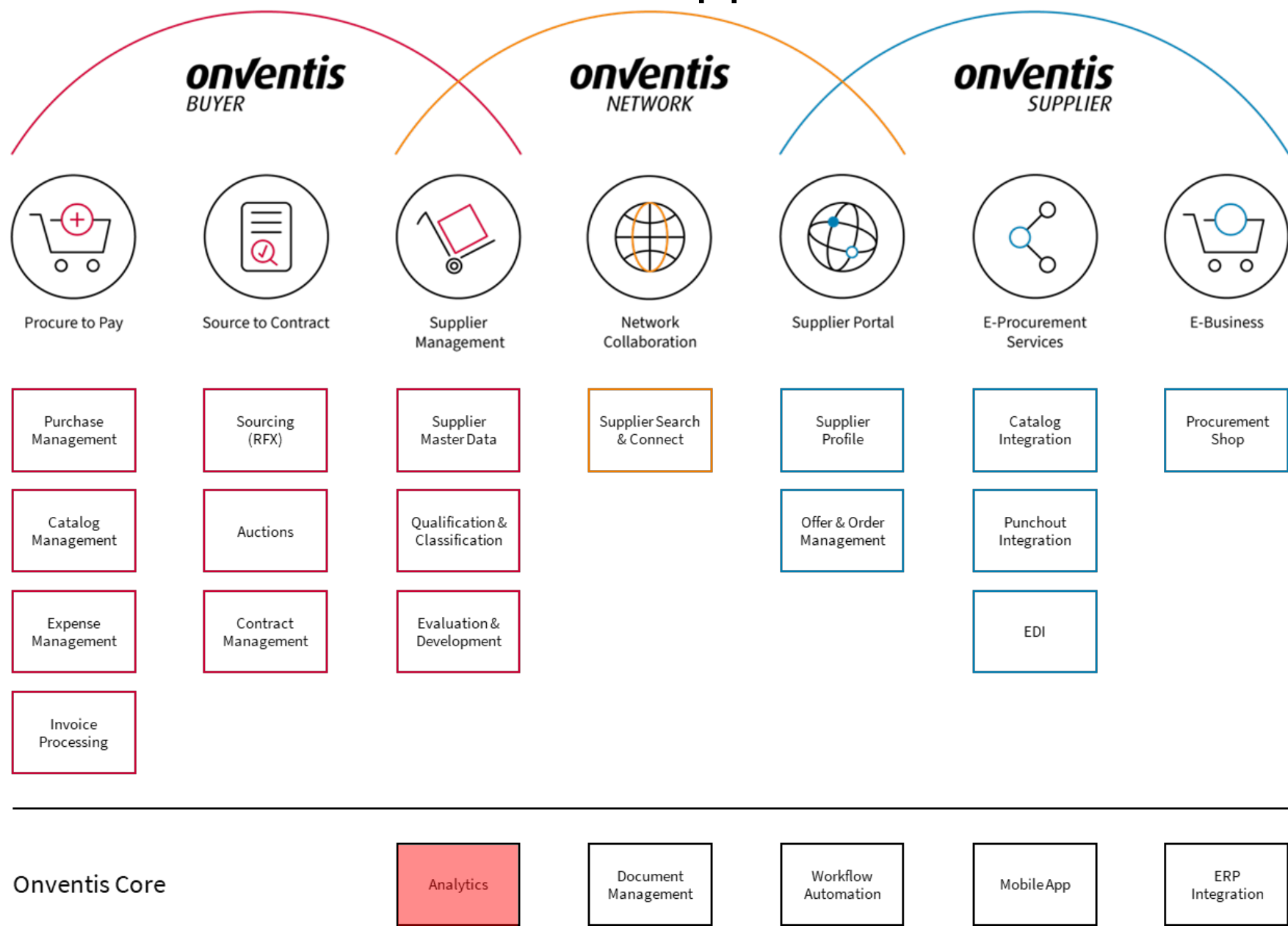
Hauptbuch	Kostenstelle	Beschreibung	Betrag	Betrag MwSt.
4000: Allgemeine Kosten	BQ: Backoffice (Gunter)	Afdio MP C2004SP + Opt	180.00 EUR	34.20 EUR
4000: Allgemeine Kosten	BQ: Backoffice (Gunter)	MP C3055PF	56.00 EUR	10.64 EUR

Net amount: 236.00, VAT amount: 44.84 | Saldo: 0.00

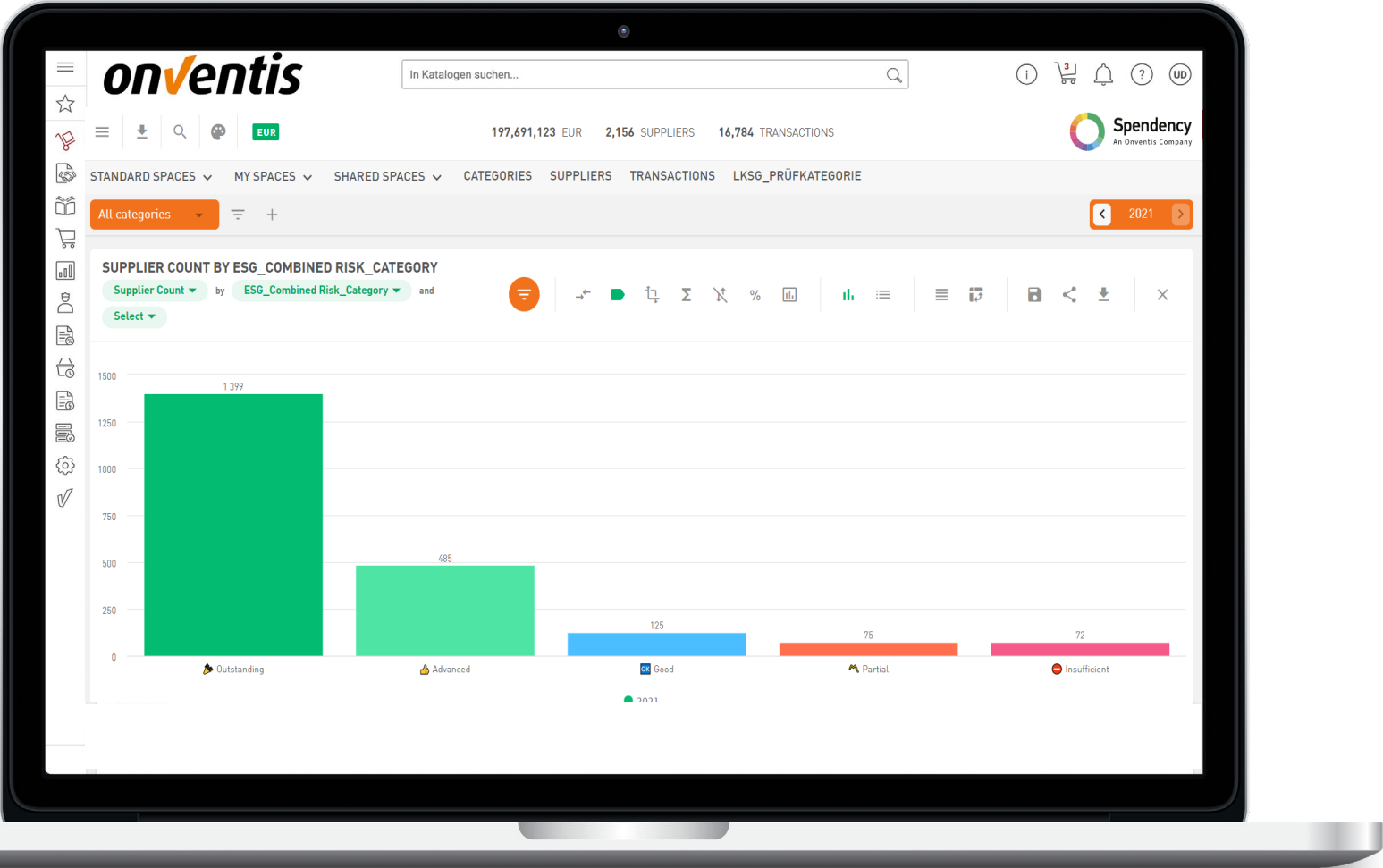




# Onventis Product Portfolio – 22 Apps



# Sustainability Ratings integrated in P2P process





# The Onventis Vision

Onventis is the leading  
**all-in-one** procurement platform  
for midsize enterprises,  
connecting buyers & suppliers.



Frank Schmidt | Onventis | CEO



# Top Providers in 4 Categories



Onventis is ranked as a market leader in

AP automation

E-procurement

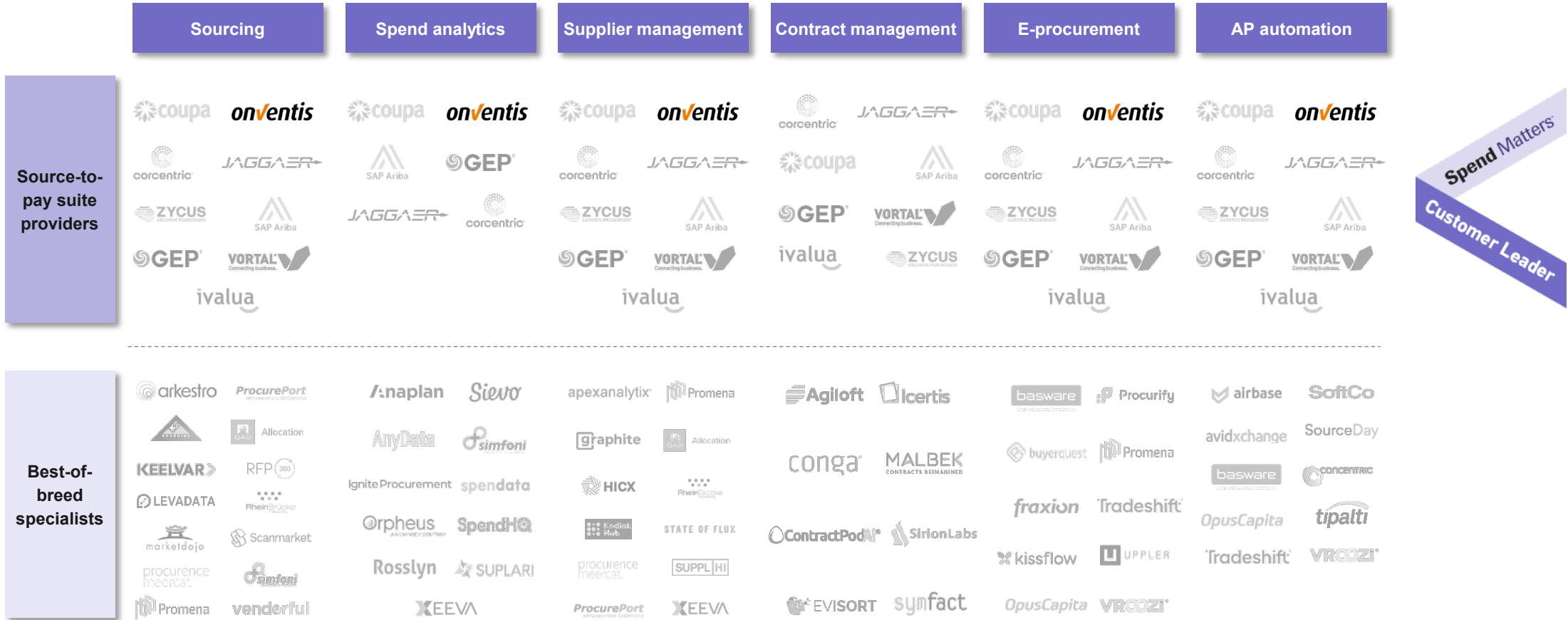
Procure-to-pay

Spend analytics

# Onventis in the Champions League of S2P Provider

**Spend Matters™**

Benchmark Classification August 2022



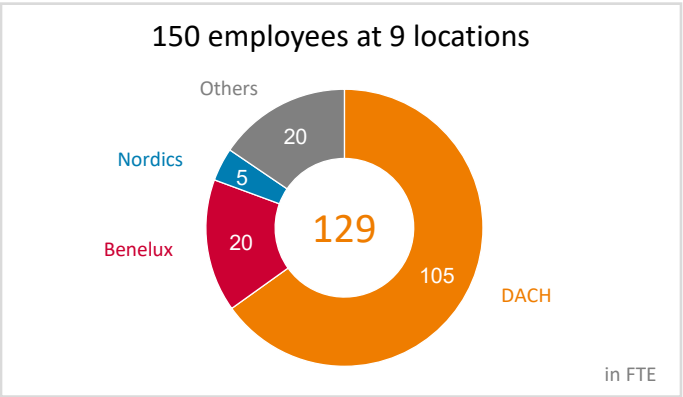
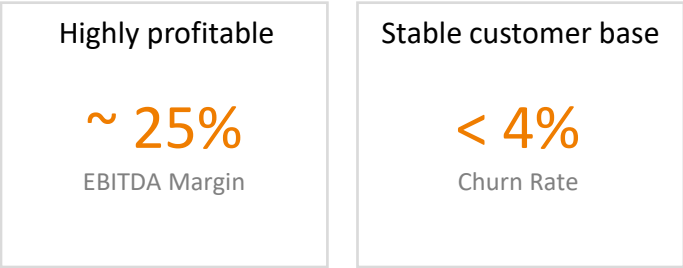
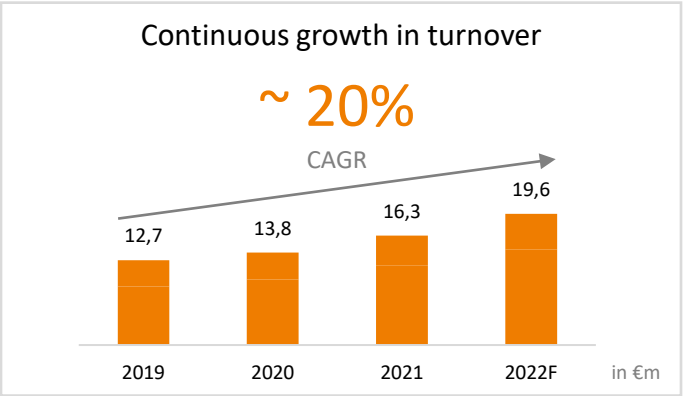
Spend Matters  
Customer Leader



# 47 New References within 10 months



# Continuous, Profitable Growth



Onventis Stuttgart



Onventis Düsseldorf



Onventis Den Haag



Onventis Vienna



Onventis Stockholm

*on✓ventis*

