

ceprocs™ the system of success

THE REVOLUTIONARY WAY ...



CEPROCS™

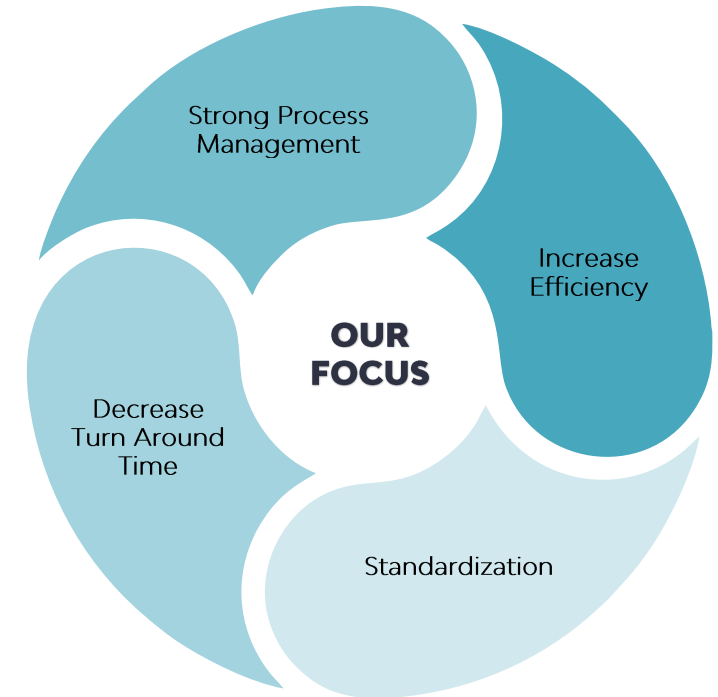
- Was founded on the 25th of October 2010
- Is independent, privately owned and financed
- CEPROCS™ Group has ~ 90 employees

Core Business

- Purchasing
- Coding & Data classification
- Accounting
- Human Resources

We provide

- Best practices from across industries
- High returns on investment
- Increases in organizational productivity, efficiency, effectiveness
- Improved profitability and more efficient processes
- Substantial savings on total costs
- Strong and strategic relationships with suppliers
- State of the art technology



CEPROCS™ Group presence and locations served



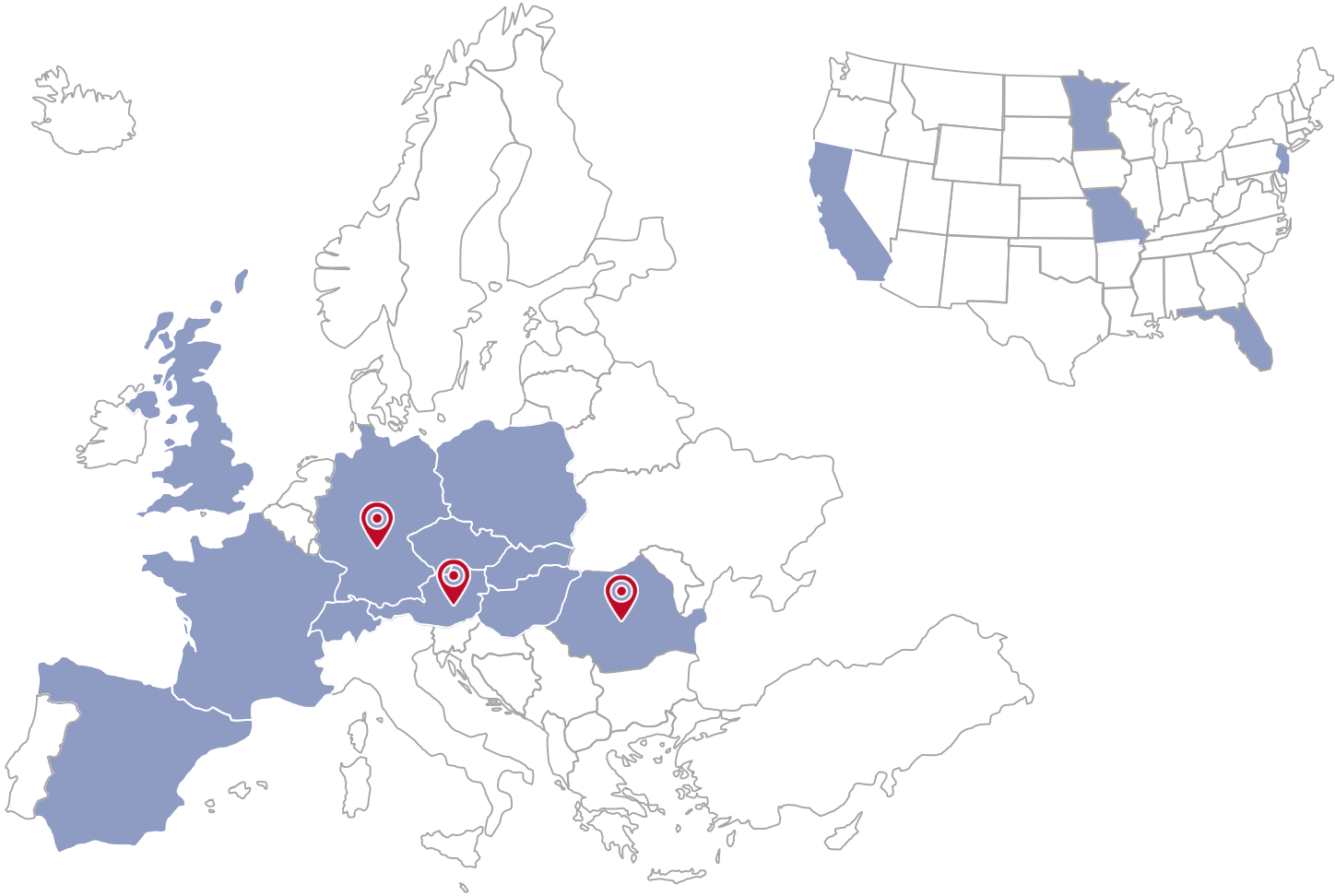
CEPROCS™ offices :

- München, DE
- Vienna, AT
- Sibiu, RO

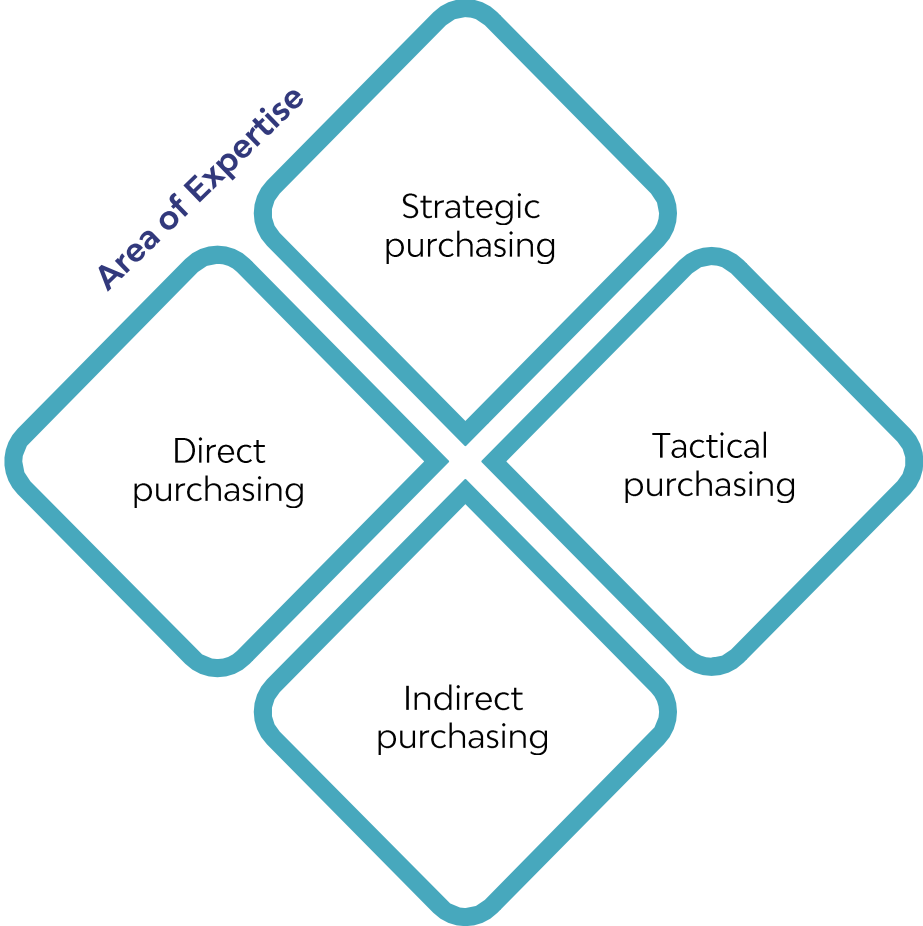








Served countries :

- United Kingdom
- Spain
- France
- Switzerland
- Germany
- USA
- Austria
- Poland
- Hungary
- Czech Rep.
- Romania



CEPROCS Capability



					
10+ Clients Served across industries	8+ Languages Supported	€ 563 Mil. Spend Under Management	170.000+ Orders per year	€ 69 Mill. Savings Delivered	12.000+ Global supplier network

Key Facts

		
Automotive/ Manufacturing	Retail/CPG and E-commerce	Utilities & Public Services
		
Aeronautics	Banking & Fin. Services	Fragrance & Flavor

Multi-Industry Experience

		
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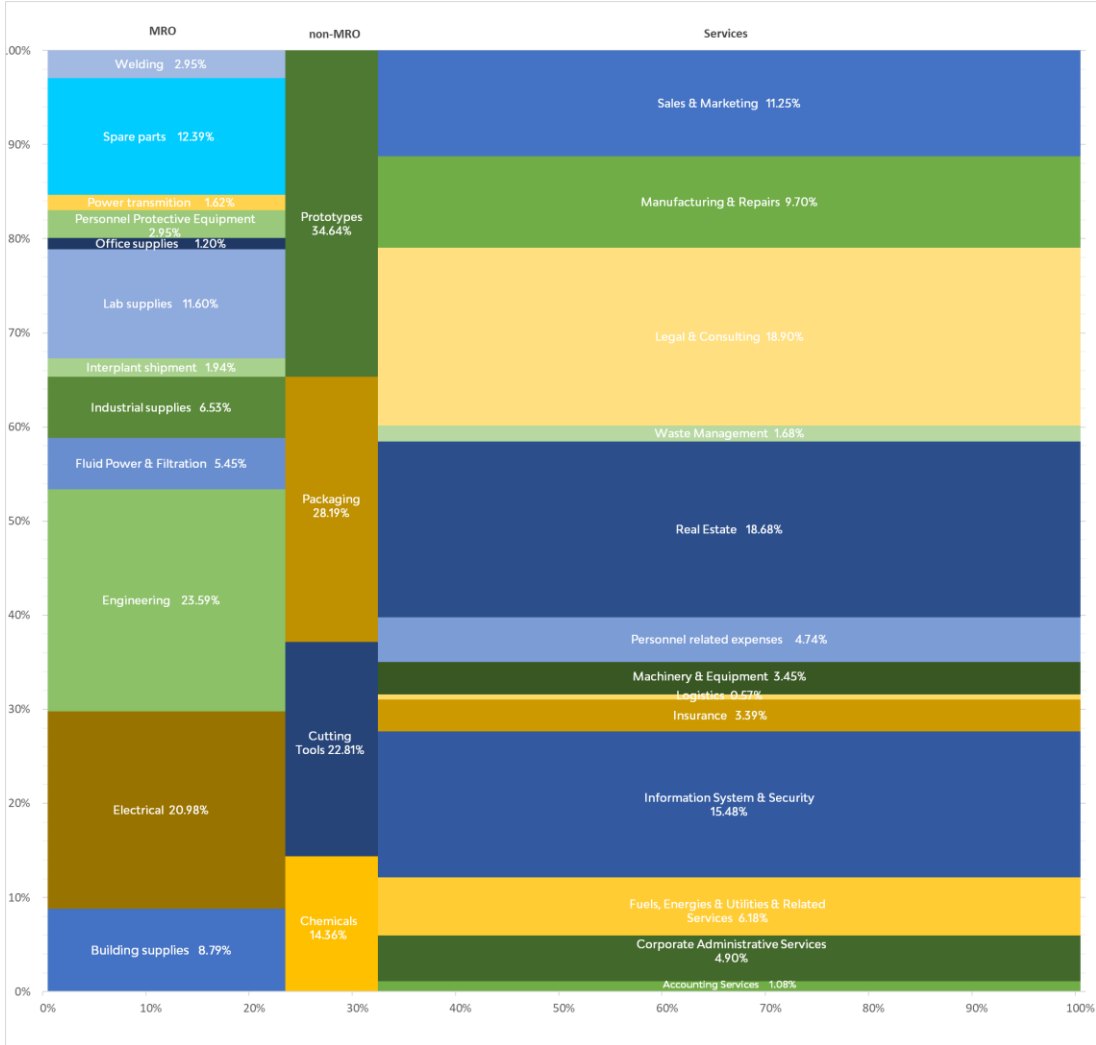
Technology Experience

Why CEPROCS?

- **10 successful services years** for our clients
- **4% – 10% savings** delivered, resulting in over **69 Million €**
- Successful and **cost-effective** implementation of **coding**: approx. 300k requests processed
- Impressive returns on investment: increases in **organizational efficiency, effectiveness and productivity**
- **Strong** and **strategic** relationships with **suppliers**
- Tailor made and **highly efficient solutions**
- High **customer satisfaction**

...best value @ the right cost

CEPROCS Spend by Category

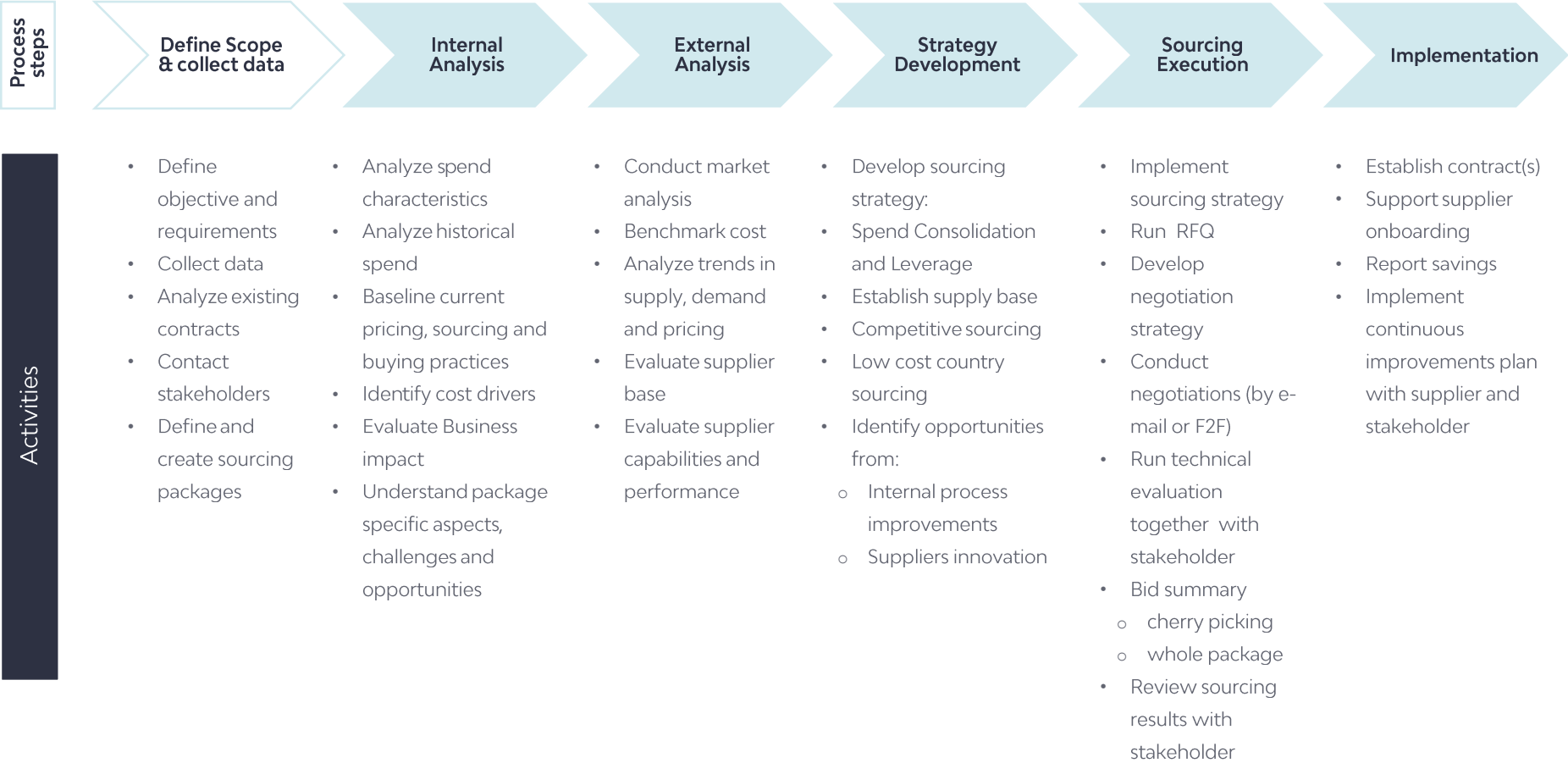


CEPROCS™ Solutions Portfolio

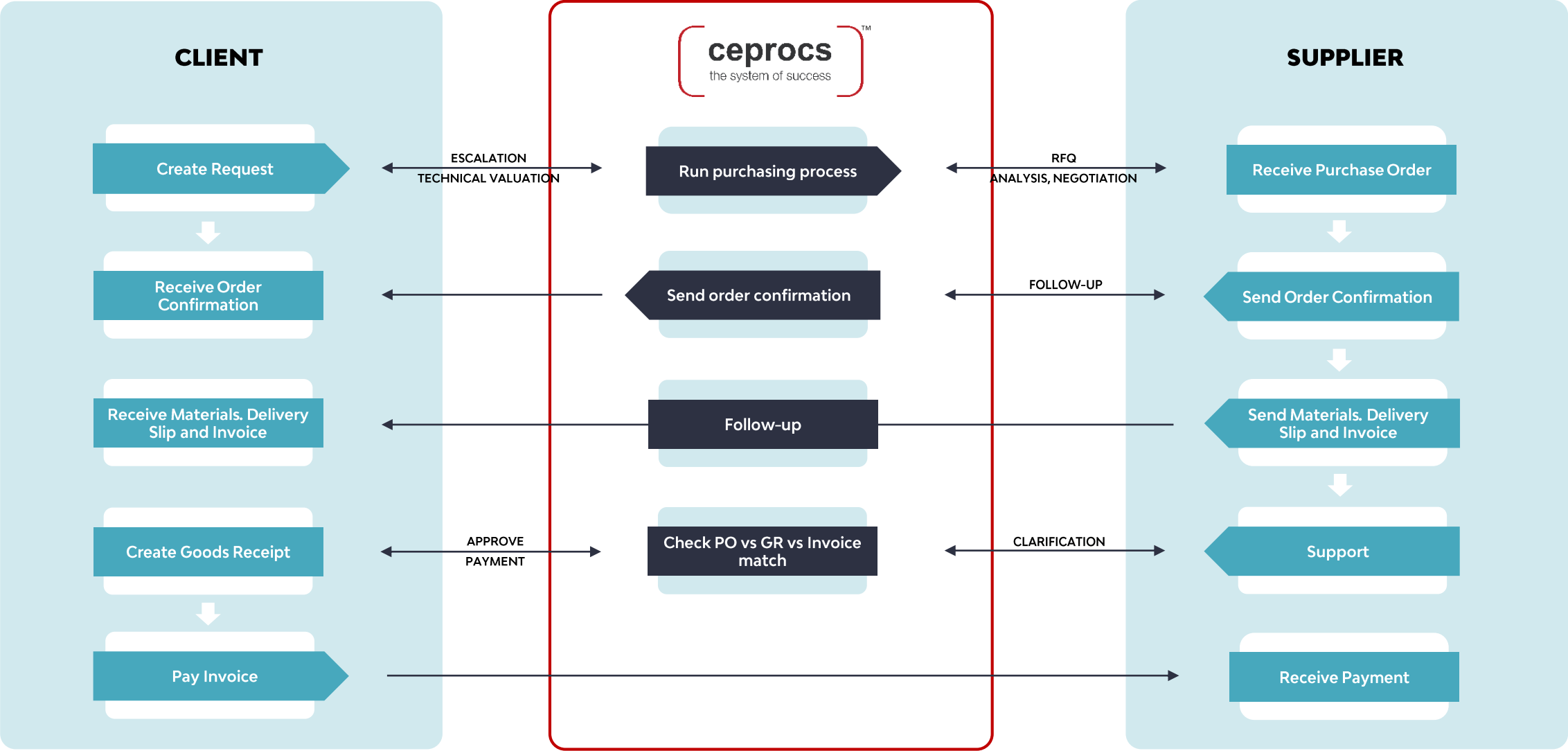
TACTICAL BUYING	PURCHASE TO PAY	SUPPORT PROCESSES	SPEND ANALYTICS	STRATEGIC SOURCING & CATEGORY MANAGEMENT SUPPORT	CODING & DATA CLASSIFICATION
<ul style="list-style-type: none">• Tail Spend Management<ul style="list-style-type: none">▪ Gather requests / requirements▪ Bid (RFx) management▪ Supplier selection▪ Supplier negotiation• Supplier Performance Management	<ul style="list-style-type: none">• Requisition and PO Processing• Open Order Management• Accounts Payables• SLA<ul style="list-style-type: none">▪ Policy Compliance▪ Contract Compliance	<ul style="list-style-type: none">• Supplier Onboarding• Catalogue Management• Contract Management• Master Data Management<ul style="list-style-type: none">▪ Vendor Master▪ Item Master	<ul style="list-style-type: none">• Spend Data Management• Spend reporting and Analysis• Opportunity Identification and Validation	<ul style="list-style-type: none">• Define Requirements• Market Intelligence / Market Assessment• Develop Supplier Profiles• Develop Sourcing Strategy• Bid Management• Negotiations• Supplier Implementation	<ul style="list-style-type: none">• Standardization of indirect materials• Smart codification system - speaking number• Data classification according to international standards UNSPSC and eCl@ss• Material coding

Procurement Transformation through: Outsourcing, Consulting and Technology

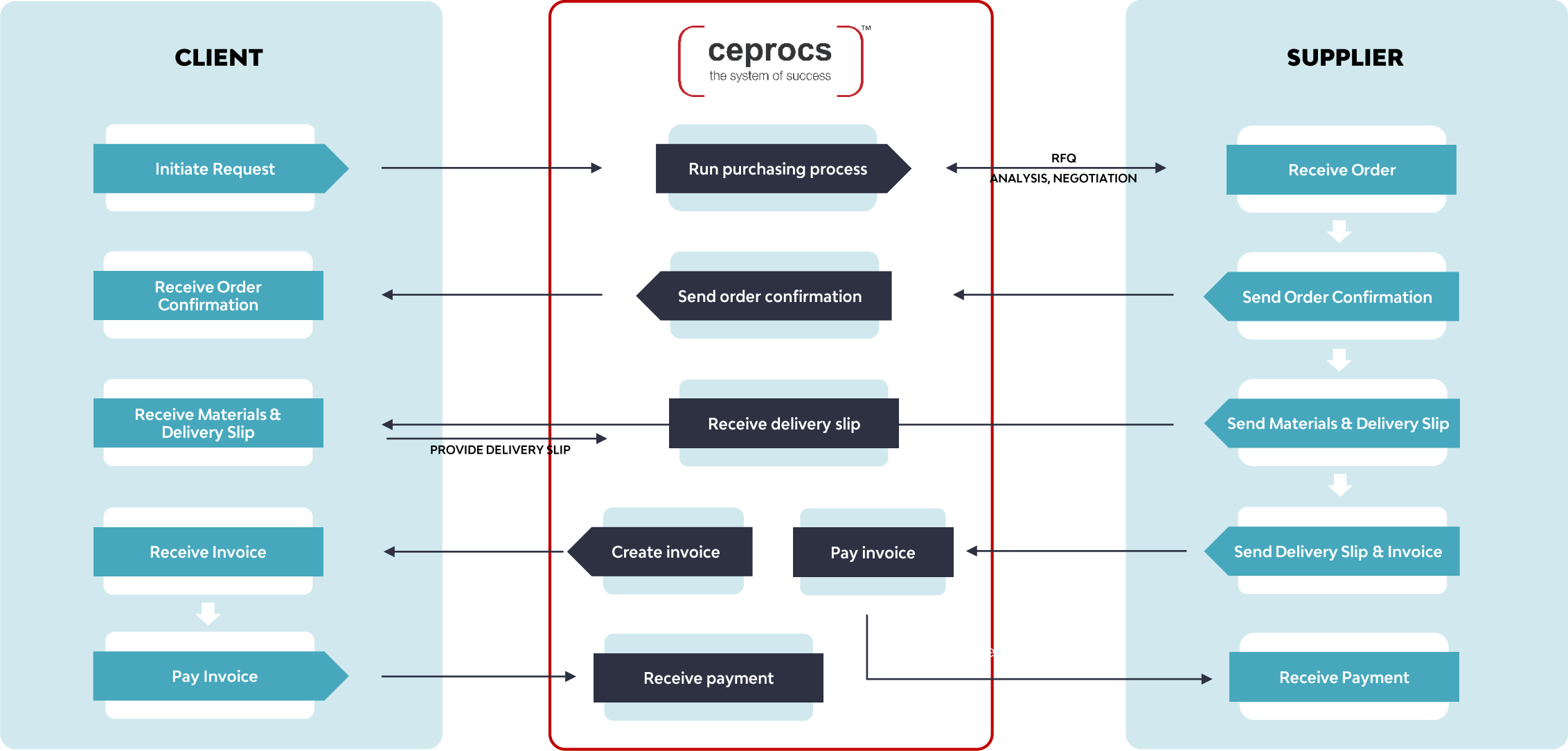
Category Management Process/ Source-to-contract



Process Overview: Purchase to Pay Schema

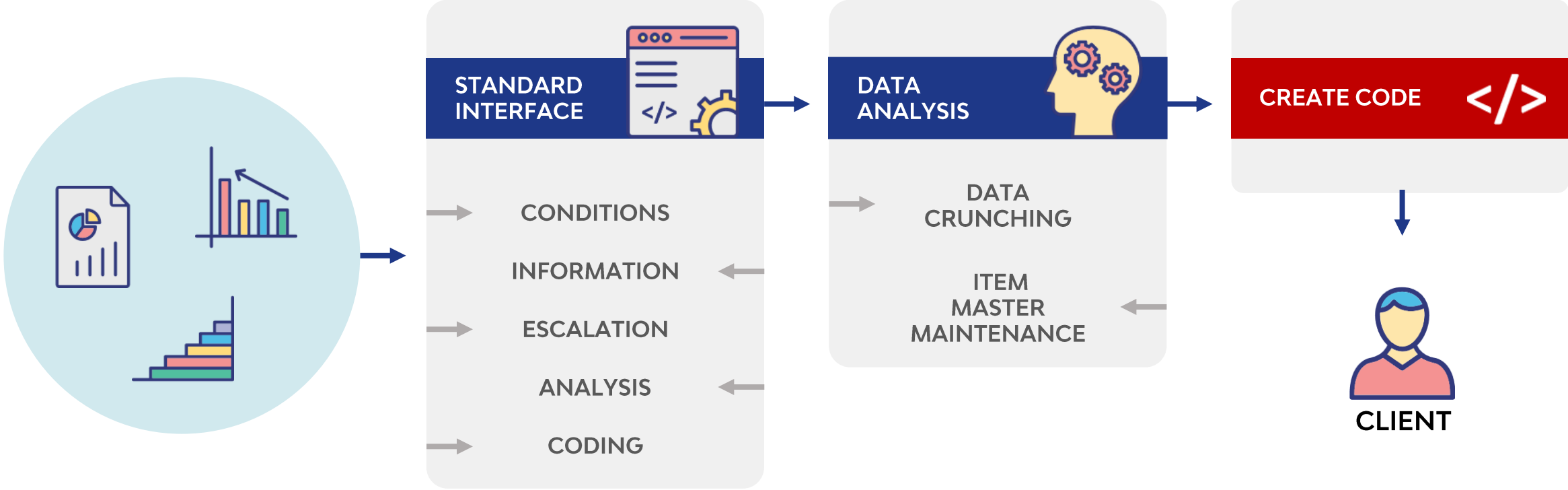


Process Overview: One Creditor Model



Item Master Process

- Coding process is performed by engineers with specific knowledge and experience
- Items might be also classified according to UNSPSC and eCl@ss international standards



"The System of success: most modern process management."

The System of Success: Individual dialog instead of anonymous communication

- Agreed models are implemented as individual projects or as total purchasing
- Our employees speak all important European business languages
- The unique CEPROCS™ approach:
 - we provide our clients with decisive advantages through individual dialog between our experts and the suppliers

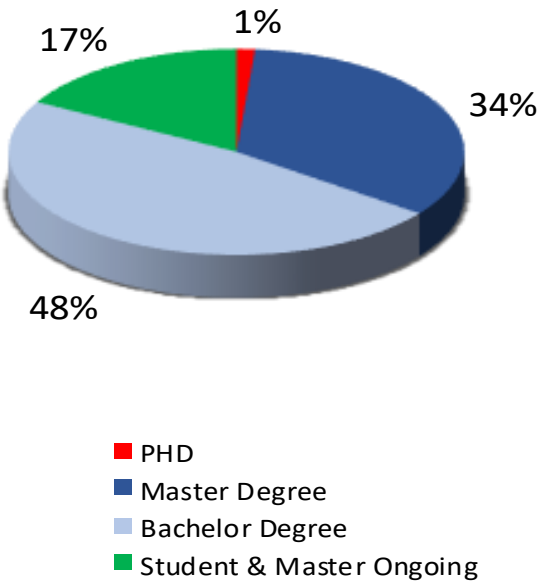
"Our employees speak various foreign languages. This makes us extremely powerful!"



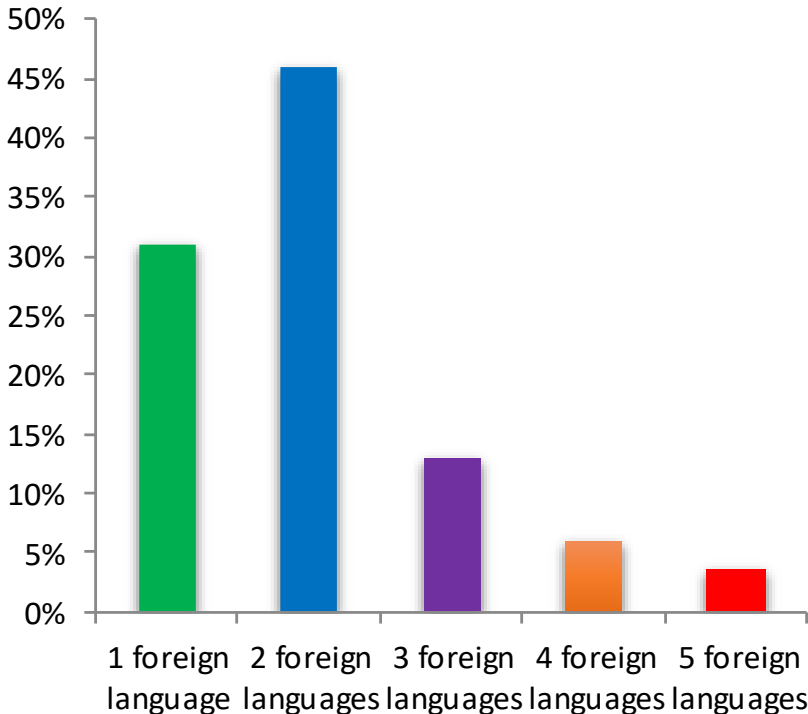
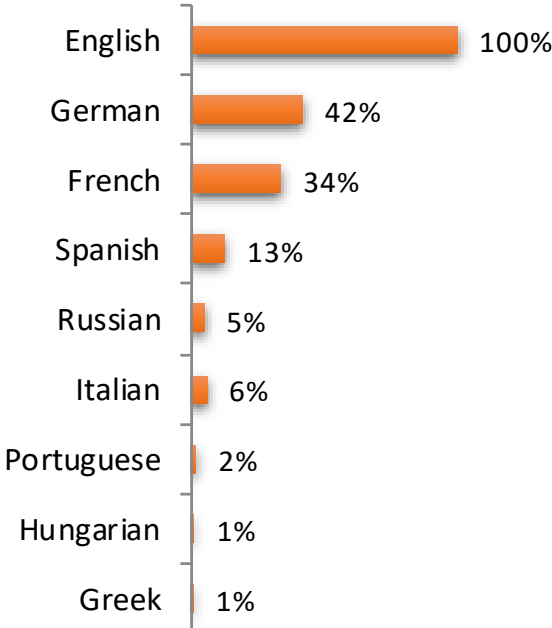
Our employees

- Our highly-motivated employees do business in almost all European languages and even more

1. Education



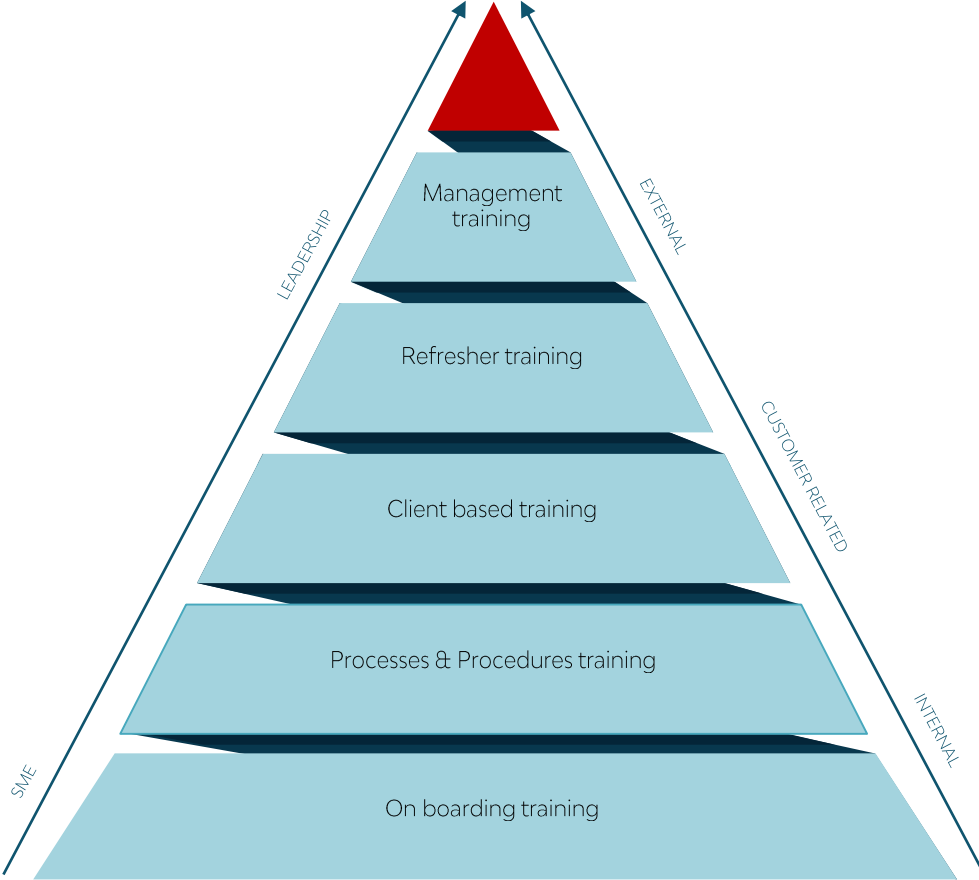
2. Languages



Our CEPROCS™ Academy

CEPROCS™ Employees – Our Highest Value

- Ongoing training within the company’s own “CEPROCS™ Academy”
- We offer mentoring for all new employees through a multistage training schedule
- Customized workshops and assessments in respect of
 - Benchmarking
 - Negotiations techniques
- Visits to suppliers get our buyers closer to the heart of the matter
- Participation in studies, competitions and trade fair attendance



The Use of Most Modern Reporting and Analysing Tools

- CEPROCS™ is an innovative and high performing company investing significantly in IT-Solutions tailored for our Purchasing operations:
 - To have lean and efficient processes
 - To achieve reasonable cost and performance
 - To adapt the SW based on clients need and requirements
- Ongoing success monitoring with the aid of highly developed CEPROCS™ - reporting and analytics tools
- All results, data and reports are the outcome of our customer focus

" The basis for our actions is an innovative, modern process management."





CEPROCS™ – Systematically to Success

- Our model is proven since 1998
- We have extensive expertise with respect to the requirements of production plants
- As a “near shore” operation we
 - Are close to our customers
 - Use smart tools to help our clients reduce their cost
 - React very quick and reduce the complexity of procedures and processes
 - Optimize cost and support the evolution of the business
 - Efficiently mitigate business risks
 - Offer an excellent price/performance ratio

“The future of procurement is customized purchasing management provided by experts.”



Awards:

- 2012, 2013, 2014, 2015, 2016, 2017, 2018, 2019: 1st Price in the Performance Top for local medium enterprises
- 2013, 2016, 2017: 2nd Price in the Performance Top for national medium enterprises in other business support service activities

ISO certification

- Certified according ISO 9001:2015 and ISO 14001:2015



Thank you!

Danke!

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