



## KMD Spend Analysis

**"Know your procurement  
behavior in depth and  
identify procurement  
saving potential"**

## DO YOU KNOW...

...if your organization buys the right products from the right suppliers?

... which goods and services your money are spent on?

...who buys what and how much?

...who does not comply with your procurement policy?

... which cost saving potential you have by putting your business up for tender?

...if your suppliers charge you the correct prices at the right conditions?

... that KMD Spend Analysis is market leader throughout the Nordic countries?

## KMD SPEND ANALYSIS



KMD Spend Analysis provides market leading assessment and control tools to public customers across Scandinavia

It empowers you to make big leaps forward on procurement optimization due to year-long know-how

KMD gets you up and running in no time with a complete solution featuring

- Categorization engine
- Core team support
- Visual Analytics report
- Hosting
- Security
- Support
- Consulting

## MULTIPLE BENEFITS

\_Price optimize your spending with intelligent reporting based on registered behaviour patterns

\_Take control of your spending and identify areas for tender for further cost savings

\_Our solution supports:

- Identification of gain potential: "Where are the largest cost saving potentials?"
- Realize gains: "Optimize supplier contracts and make sure they are used"

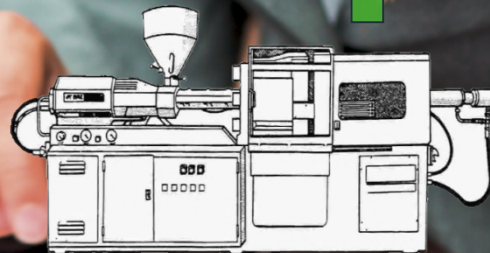
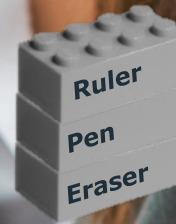
KMD supports your entire procurement process – using both solutions and people



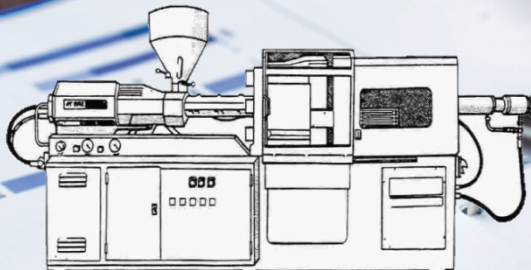
# STATE OF THE ART CATEGORIZATION ENGINE REFLECTING COMPLEX PUBLIC DEMAND

## Office supplies

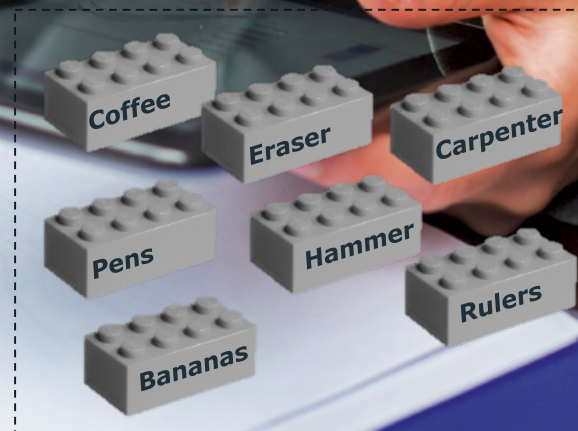
UNSPSC building blocks  
further aggregated into  
~150 relevant tender  
categories



Invoice	
3 x Parker pen	21 kr.
2 x Gevalia Coffee	27 kr.
Total	48 kr.



Categorization through ~22,000 UNSPSC standard codes





## UNIQUE CATEGORIZATION ENGINE

- \_Complex mathematical algorithm enables market leading automatic categorization of your invoice lines
- \_Categorization from multiple parameters: product, product description, supplier and supplier type
- \_KMD's Coreteam of 7 FTEs performs continuous quality control on categorization recognition and corrects any mis-categorization
- \_Compliance knowledge supports you to buy the correct item, not just from the correct supplier
- \_Builds on UNSPSC categorization standard



## BUSINESS INSIGHT

- \_State-of-the-art reporting/analysis brings your business to the next level
- \_Complete overview of procurement behaviour: items/services purchased, tender and supplier utilization, price development
- \_Price optimize your spending with intelligent reporting based on registered behaviour patterns
- \_Take control of your spending and identify areas for tender for further cost savings
- \_Perform deep dive analysis of all your historical data with Business Intelligence from KMD



## FOCUS ON WHAT MATTERS

- \_Hosted solution means you do not need to think of servers, backup or it-security
- \_Focus your core business on procurement
- \_We supply the best overview and the necessary information
- \_We show you where the gain potential is
- \_We show you where to ensure compliance



# KMD IS AN EXPERIENCED AND SECURE PARTNER THAT EMPOWERS YOU TO FOCUS ON CORE BUSINESS

## EFFICIENCY GAIN REALIZATION

- \_Realize efficiency gains before, during and after implementation using Readiness analysis, Organizational Change Management and the best consultants in the market.
- \_Certified and widely recognized methods for implementation of efficiency gain realization projects
- \_Proven project model
- \_Experienced management consultants with ADKAR certification

## RESSOURCEFUL PARTNER

- \_KMD is Denmarks largest IT player
- \_360 architects, developers and testers, 160 payroll and HR specialists and 115 customer supporters put you and your business in the safest hands
- \_Strong international presence through close partnerships with selected market innovators
- \_Large customer network: learn from your peers, ~90 customers in DK/SE/NO

## SIMPLIFYING COMPLEXITY IS OUR NORM

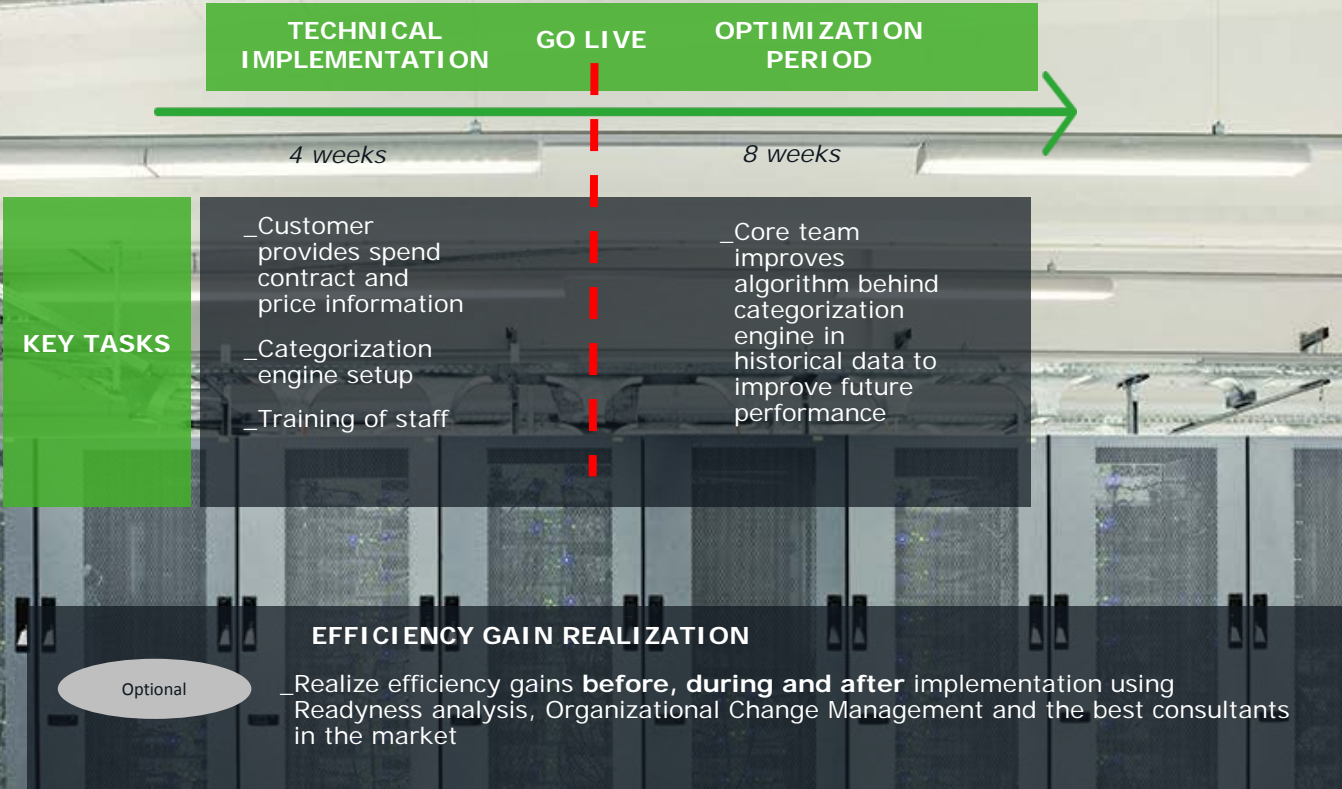
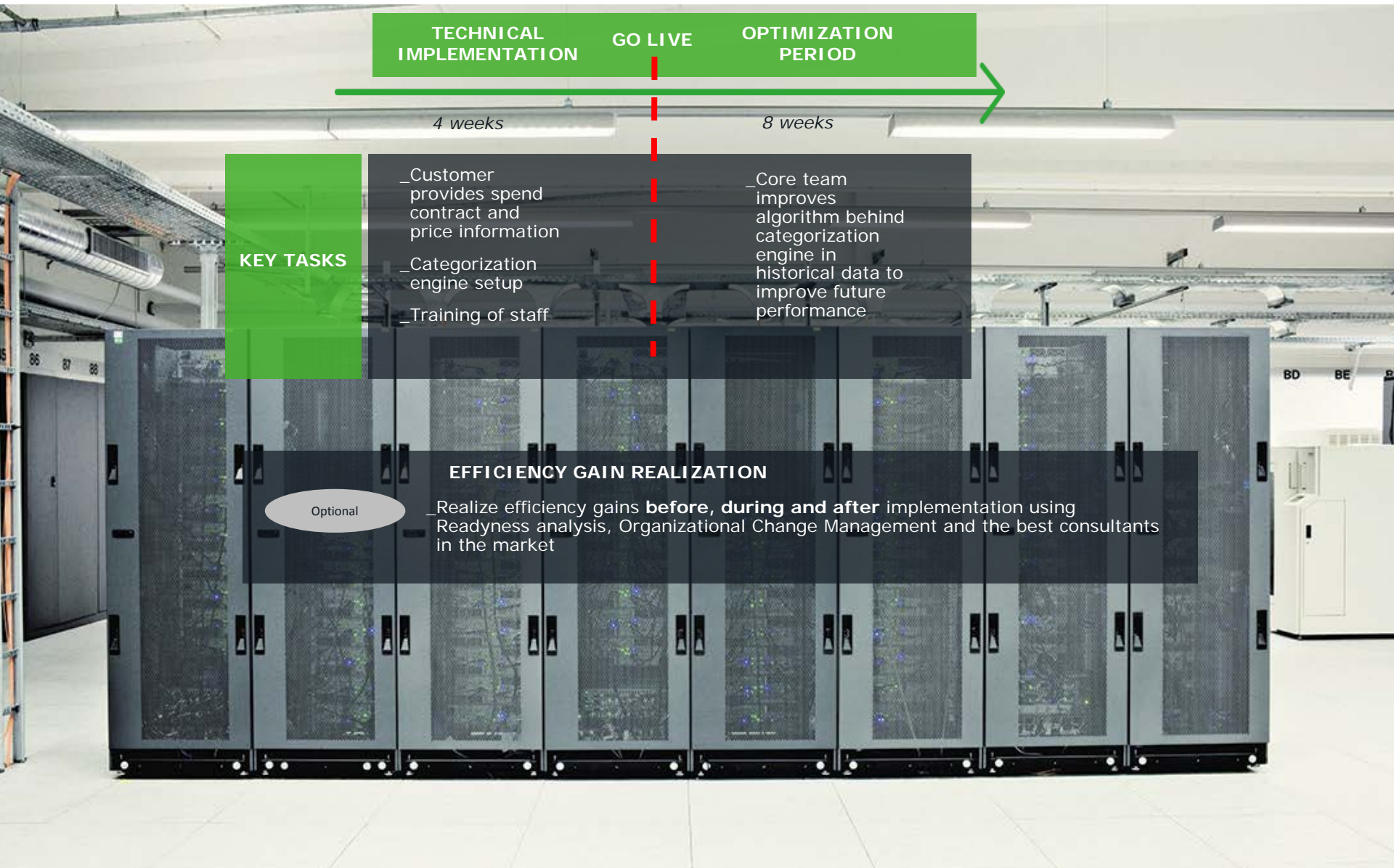
- \_Experience with heterogeneous networks and integration of all types of applications, making us fast at implementation and able to match all different needs and systems
- \_Guaranteed integration to all market standard for input and output
- \_KMD has the experience in implementation to tailor a solution to your exact needs
- \_100% compliance the national as well as EU legislation

## SECURITY IS OUR DNA

- \_Denmarks largest and most advanced Security Competence Center with 40+ years of experience handling customers' sensitive data
- \_All data is hosted and backed up in Denmark at KMD facilities with state-of-the-art handling and surveillance
- \_KMD is ISO 27001-certified
- \_100+ security experts who proactively service and advise customers - no need for customers to have own highly skilled security resources

## WHY KMD?

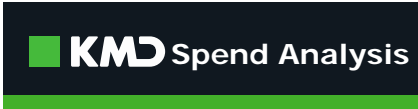
# UP AND RUNNING IN NO TIME





# KMD SPEND ANALYSIS HAS LARGE AN DIVERSE PORTFOLIO ACROSS SCANDINAVIA

Norway, Sweden, Denmark



## Norge



## Sverige



## Professionshøjskoler



## Forsyningsselskaber



## Stat



## Universiteter



## Most Danish municipalities



## All Danish regions





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