EASY E2Y – eProcurement To You II portale di Procurement di MET – Maire Tecnimont



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Project Objectives



1



Single point of access to information related to suppliers, qualifications, negotiations & contracts.

Harmonization of activities related to sourcing/bid-to-bid cycle for materials, services & sub-contracts.

2



Reduction of "low valueadded" activities 3



Improve
productivity &
performance
and ensure
transparency
and
traceability

4



Develop
advanced
Procurement
techniques in
accordance with
procurement
process

5



Seize
additional
opportunities
for further
process
improvement

Context and business strategy





- Multiple technical and economic factors place tremendous pressure on EPC executives today due to increasing:
 - Project complexity
 - Market competitiveness



Target: obtain a rapid increase in performance and profitability

Drivers:

- Reaffirm and optimize the operational integration between Company business disciplines
- 2. Ensure an emphasis on the individual project phases (Engineering Procurement Construction) maximizing the synergies among them to obtain full effectiveness and efficiency in the commercial area and during project execution



Provide value to business considering the following drivers:

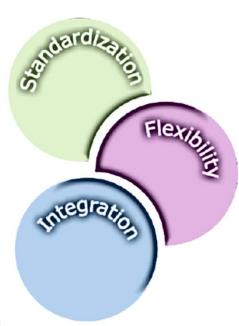
- Corporate strategy based on products, decreasing dependence on further reorganization
- 2. Standardized and integrated approach to guarantee cross product information analysis
- 3. Focus on information (integration, quality, detail, automation)

Define Optimization Guidelines based on Standardization, Flexibility and Integration approach

Optimization guidelines



- Identify the possible standardization level to be applied cross product lines life for guarantying:
 - Governance, planning and forecast
 - Information reliability and accuracy
- Define the necessary flexibility level to be provided to each product line for guarantying:
 - Compliance with different specific product characteristics
 - Operation effectiveness despite of different client requirements and production phases
- Identify the required level of integration at information and toos level for guarantying:
 - Alignment to business strategy (i.e.: modular onshore, multi-site projects)
 - Collaboration among business lines in order to leverage experiences and competences



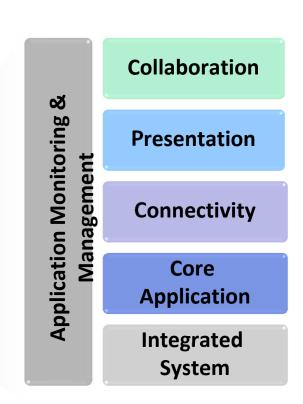
Best practices to select technical solution



Considering our experience and best practices, a reliable suite has to be based on the following guidelines:

- be designed to take advantage of the latest thinking in
 Enterprise Architectural Integration Design
- enable technical extensibility using a modularity to minimize the impact to add new functionalities
- allow Total Cost of Ownership reduction optimizing the number of software/hardware used into the platform
- enable a consolidated view to monitor relevant KPIs
- ISO and security certified
- Flexible to change deployment model (e.g. on-premise > cloud) guaranteeing business continuity

Considering these guidelines, our approach is been to identify a standard solution, enabling the development of integrated and fully industrialized suite that cover the whole procurement life cycle



Integration Guidelines

Engineering

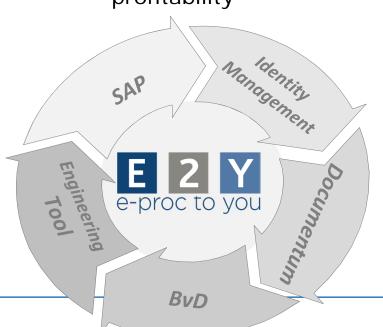
Create a suite which

allows project teams to interact with and manage data, documentations and resources



Procurement

Improve the management of procurement activity to support Engineering and Construction activities maximizing company profitability



Construction





Solution allow department to manage contract and material availability to optimize construction activities planning

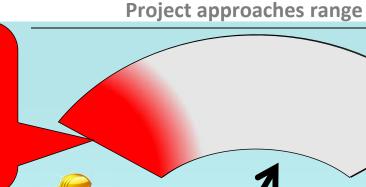




ICT-Business project approach



- Issues around technical and procedural specific competences
- Lack of resources and knowledge of the solutions and methodologies
- Ability to execute
- Strong capabilities on specific topics



Internal Direct hiring

Ability to influence decisions, dealing with selected business partner with its own knowledge and expertises

 Consultants' limited knowledge of MET organization and procedures

Full Consultant

outsourcing

Single source constraints

- Ability to control/supervise
- Strong shared company strategic objectives







GRAZIE PER L'ATTENZIONE

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