



Welcome to Xchange 2021

Frank Schmidt | CEO | Onventis

07. Oktober 2021 | SANAA

Vor 728 Tagen



Resilience



New Normal



The onventis logo, featuring the word 'onventis' in a bold, sans-serif font. The 'v' is stylized with an orange checkmark integrated into it.

WorkflowWise B.V. becomes Onventis B.V.

**New Company Name for Dutch Leading Workflow Automation
& P2P Software Provider**

Stuttgart/ Den Haag, January 21st, 2021 - On its way to becoming the leading All-in-One procurement software provider in Europe, the cloud-based provider Onventis announces its next milestone. The acquired workflow automation specialist WorkflowWise has been part of the Onventis All-In-One Procurement Network since 2019. From now on, WorkflowWise B.V. will operate under the name Onventis B.V..

The onventis logo, featuring the word 'onventis' in a bold, sans-serif font. The 'v' is stylized with an orange checkmark integrated into it.

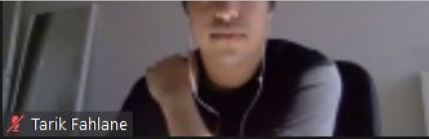
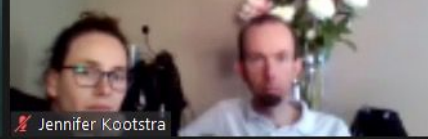
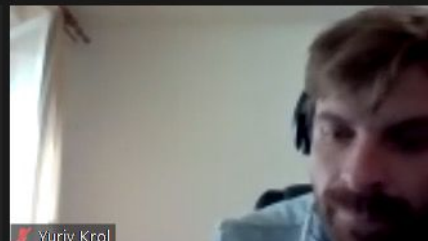
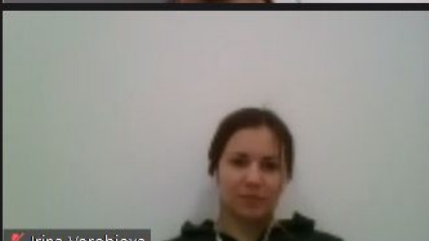
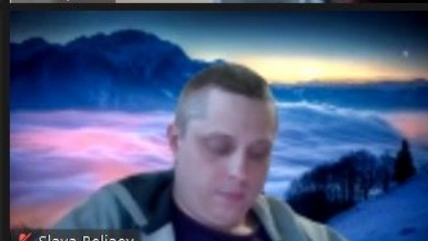
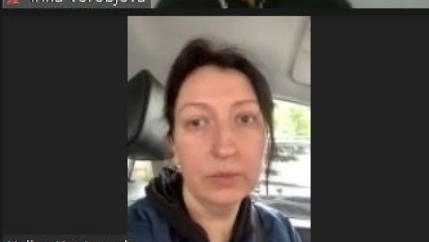
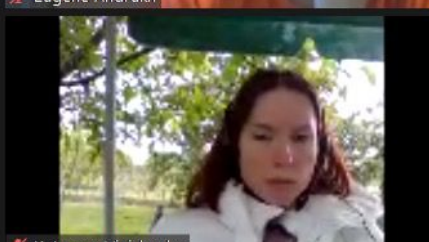
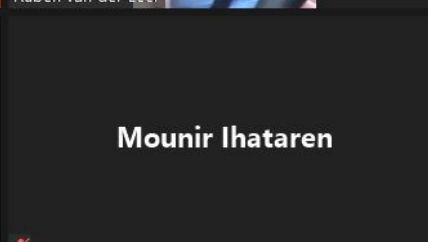
MAIN

CAPITAL P

Onventis übernimmt WorkflowWise

The onventis logo, featuring the word 'onventis' in a bold, sans-serif font. The 'v' is stylized with an orange checkmark integrated into it.

Unternehmens-Akquisition Digital

 Tarik Fahlane	 Frank Schmidt	 Andre De Vroed	 Jennifer Kootstra	 Jerker Vulperhorst
 Hanneke Jannes	 Harm Poelen	 Gena Krol	 Oleksandr Steblivets	 Vincent Hendrickx
 Vladimir Kovalenko	 Dmitriy Samartsov	 Rolf Tjalsma	 Yuriy Krol	 Anton Schneider
 Irina Vorobjova	 Eugene Andrukh	 Ruben van der Leer	 Slava Beliaev	 Jeroen Groeneweg
 Yuliya Kovtanyuk	 Kateryna Vinichenko	 Mounir Ihataren	 Igor Litvishchenko	 Rolf Tjalsma

 Suche nach Tracking-Nummer, Standorten, Services ...

Suchen

Services

Ein gemeinsames Ziel: Der COVID-19 Impfstoff und seine Verteilung

Während die Suche nach einem COVID-19-Impfstoff weitergeht, bereitet sich die Logistikbranche darauf vor, ihn weltweit zu vertreiben. Bei Kühne+Nagel setzen wir alles daran, dass der Impfstoff so schnell und sicher wie möglich verteilt wird.



Herzlich willkommen im Corona-Impfzentrum

Welcome

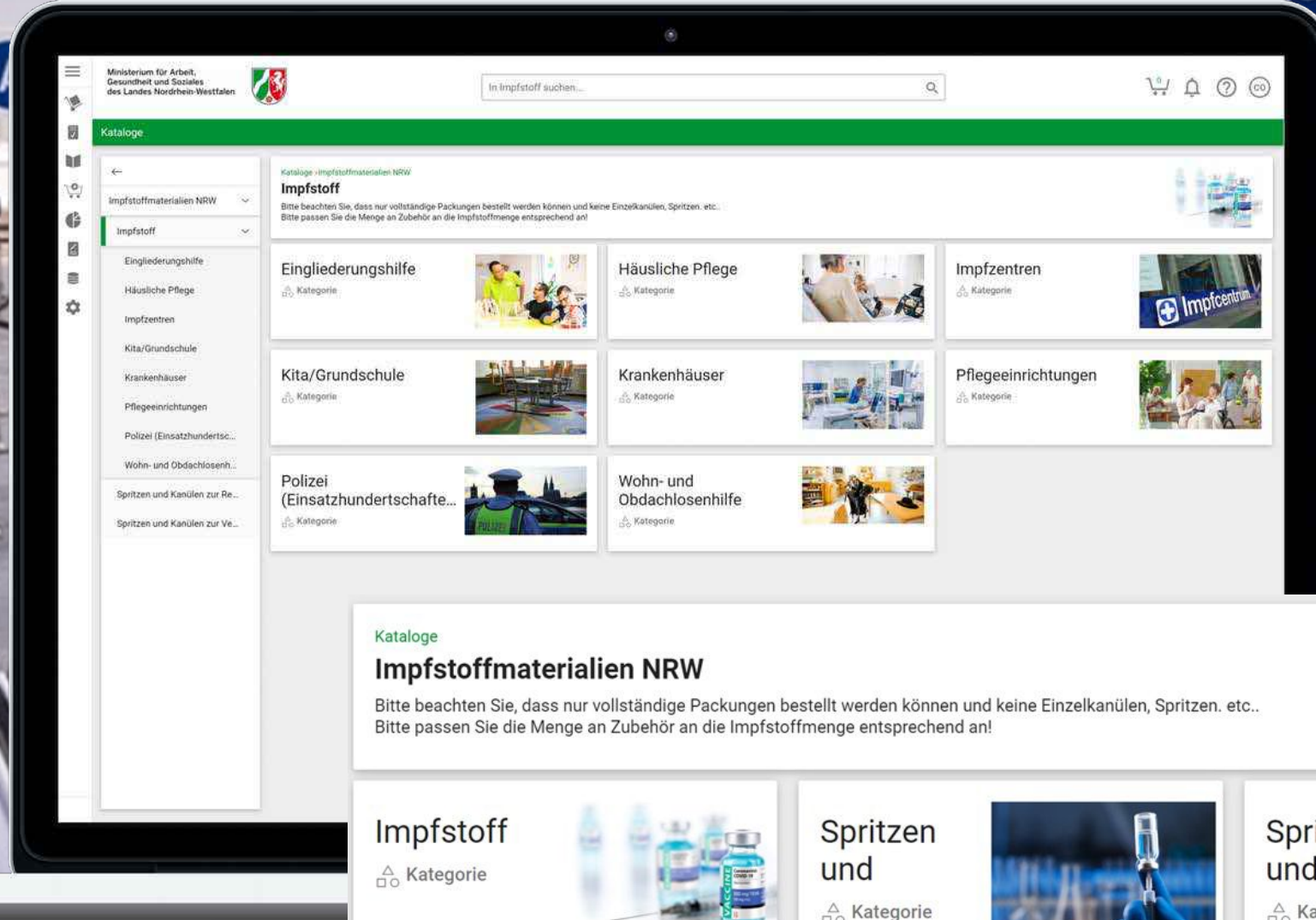
A

B1

B2

C1

C2



Kataloge

Impfstoffmaterialien NRW

Bitte beachten Sie, dass nur vollständige Packungen bestellt werden können und keine Einzelkanülen, Spritzen. etc..
Bitte passen Sie die Menge an Zubehör an die Impfstoffmenge entsprechend an!

Impfstoff

△
□ Kategorie



Spritzen
und

△
□ Kategorie



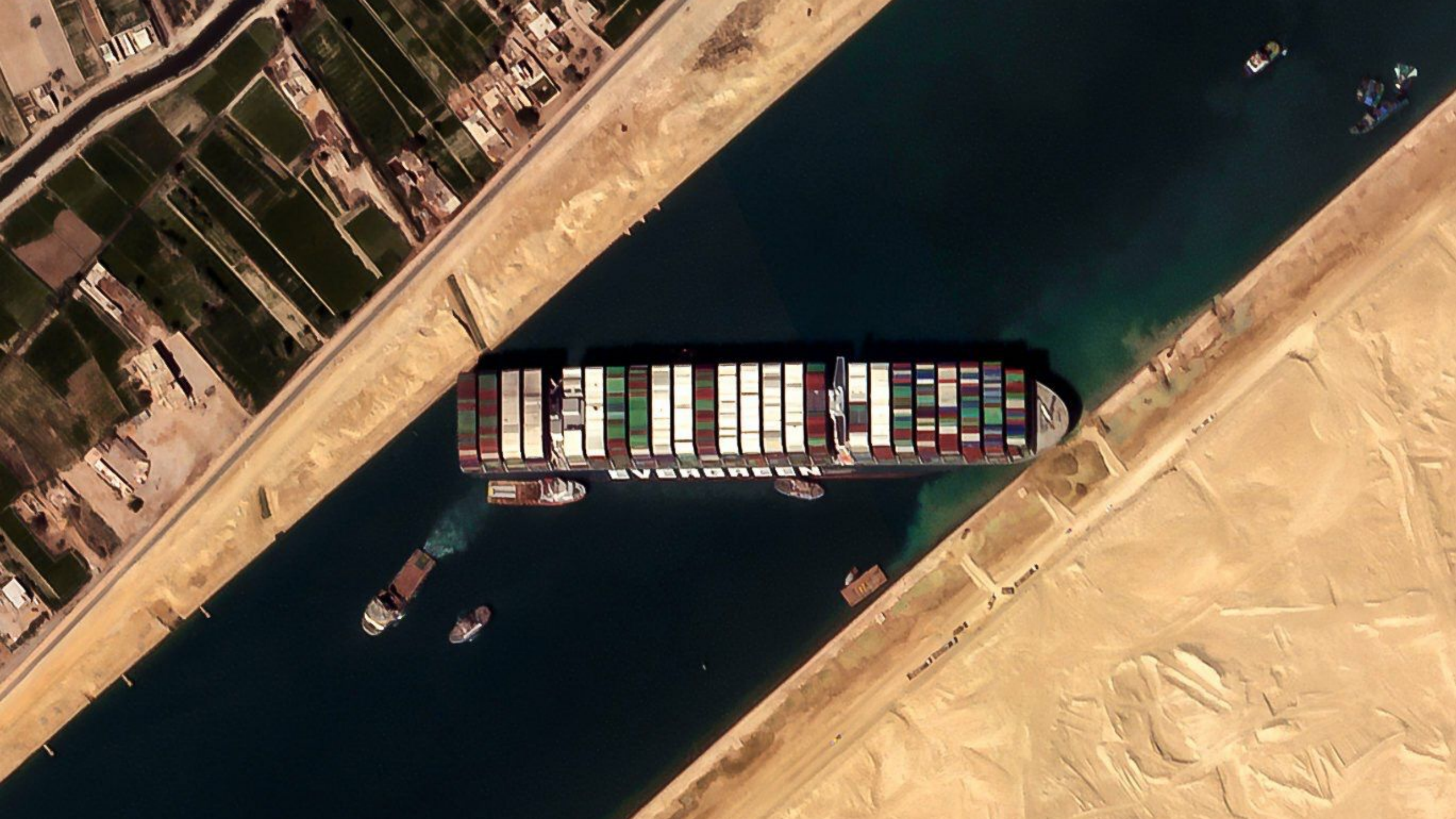
Spritzen
und

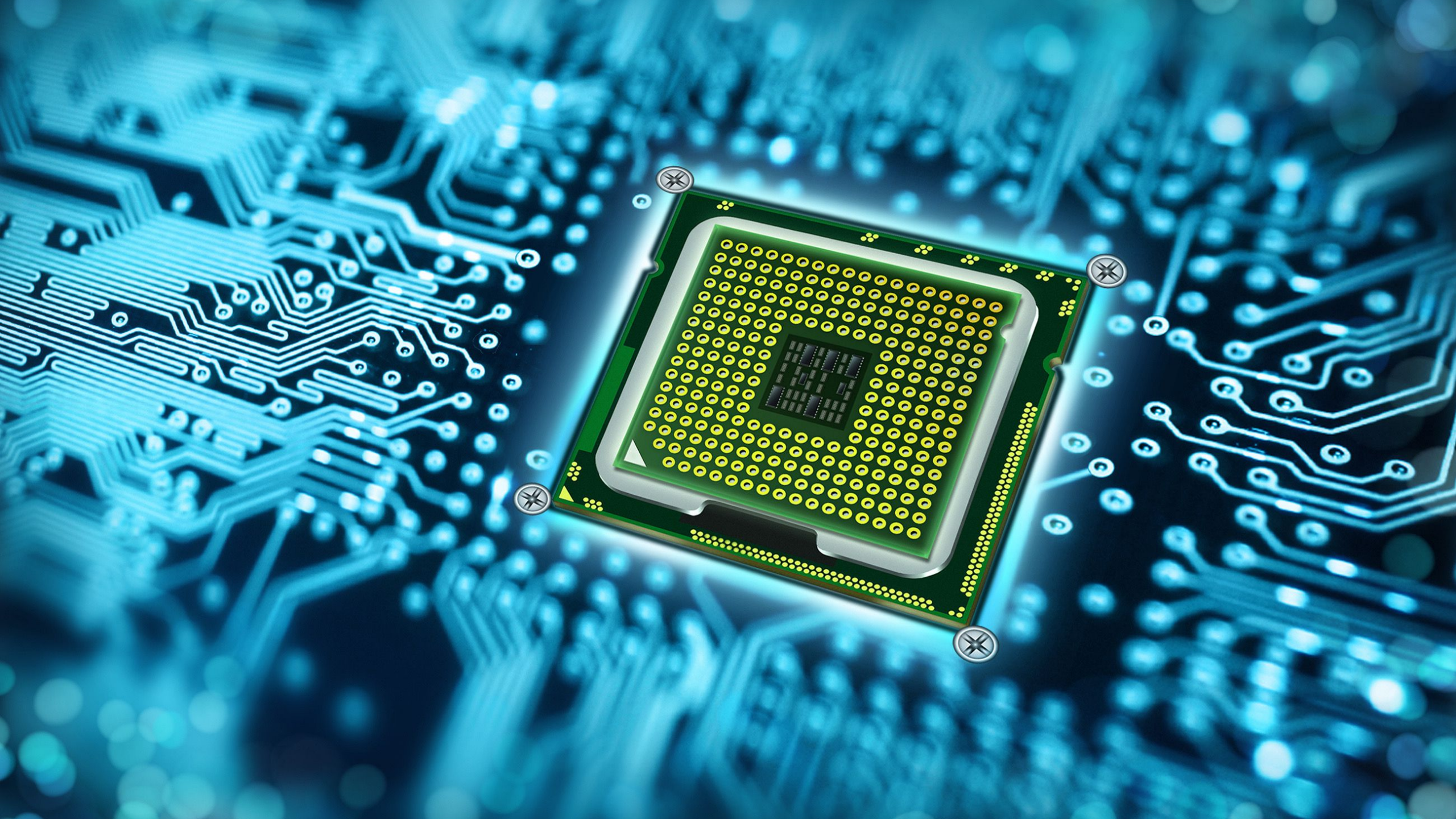
△
□ Kategorie



Herausforderungen für den Einkauf







Inflationsrate in Deutschland von September 2020 bis September 2021

(Steigerung des Verbraucherpreisindex gegenüber Vorjahresmonat)



Einkaufsbarometer Mittelstand 2021



”

Die Zeit ist jetzt: Digitalisierung macht den Einkauf nachhaltig.

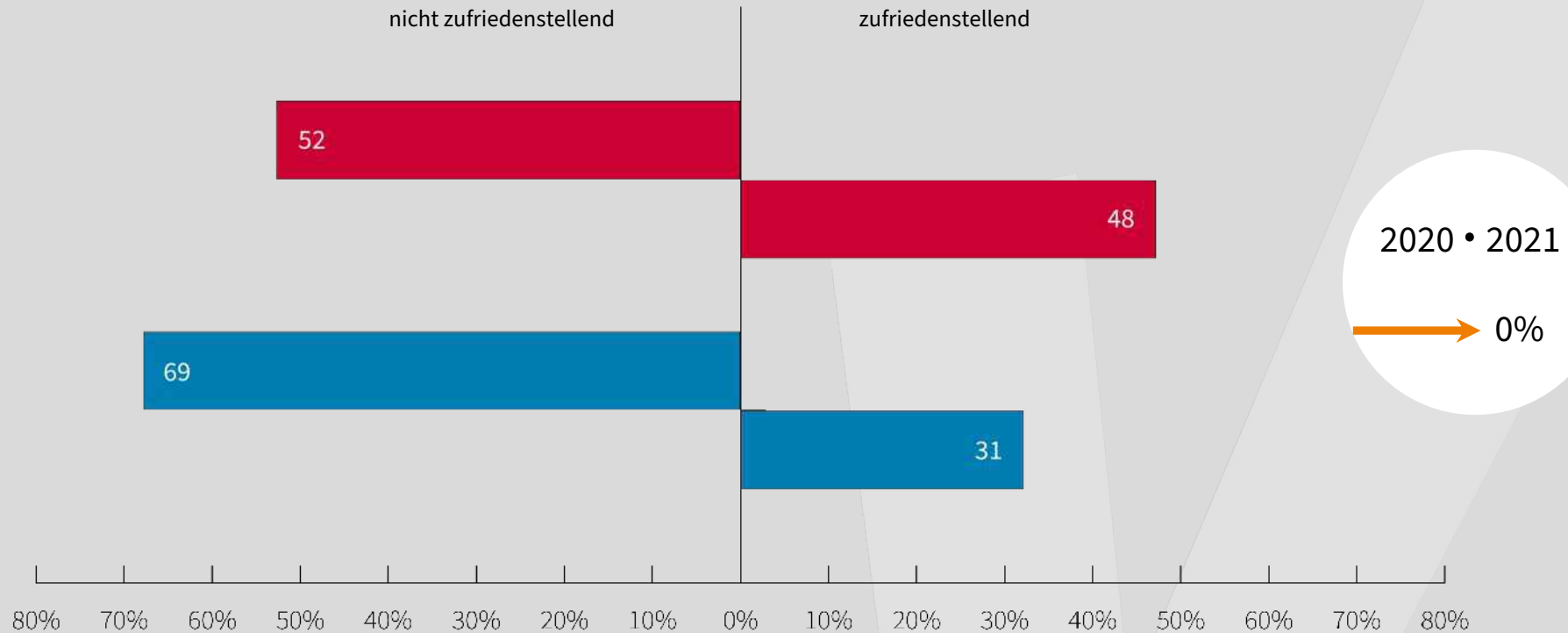
Prof. Dr. Rainer Kämpf

Dozent für Produktionsmanagement und Internationale Logistik, ESB Business School



Der Fortschritt in der operativen Automation stockt

Einkaufsbarometer Mittelstand 2021, Angaben in %



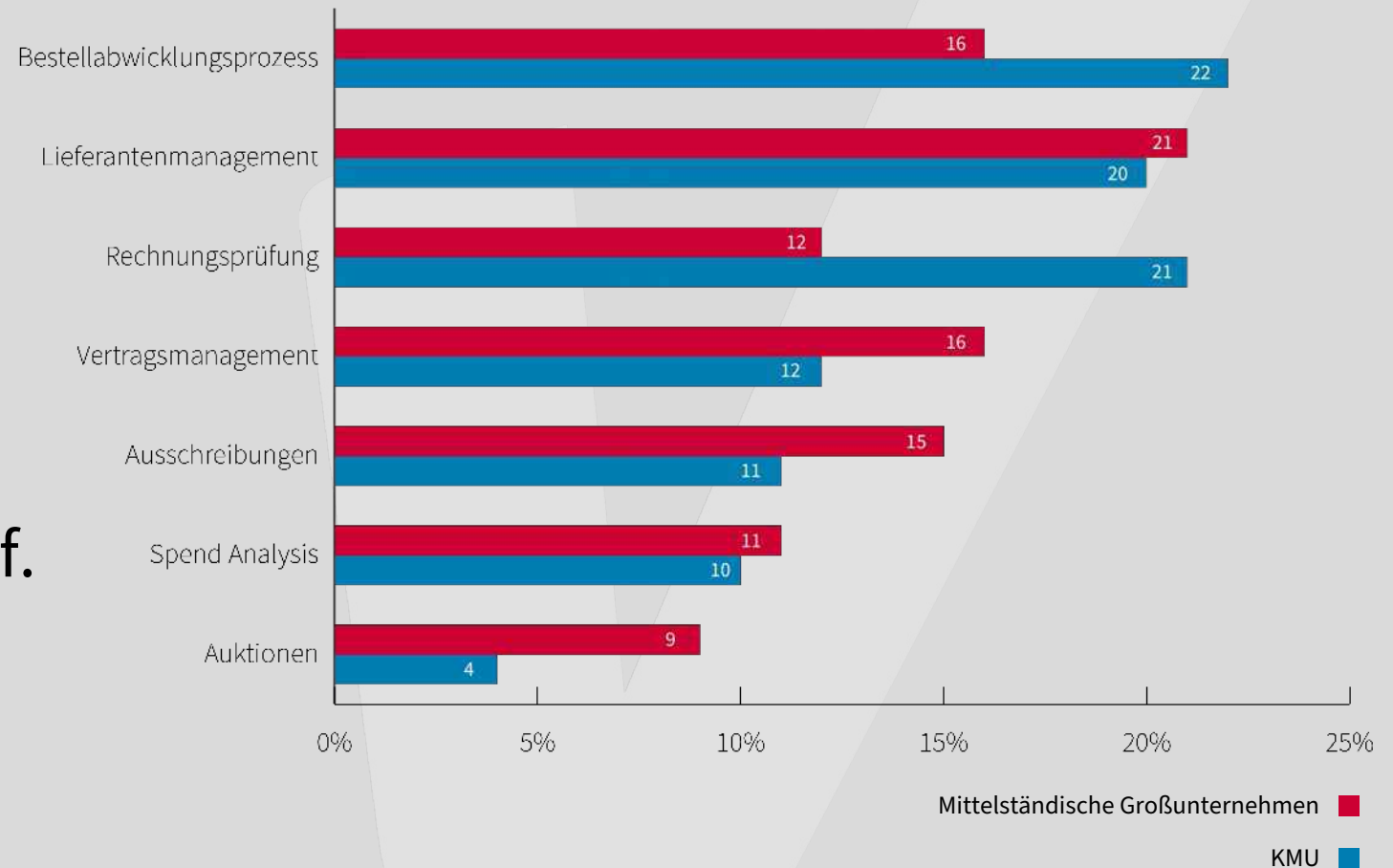
Die **Katalogquote** ist bei **mehr als der Hälfte** aller befragten Unternehmen **nicht zufriedenstellend**.

Mittelständische Großunternehmen ■
KMU ■

Hier schlummern die größten Digitalisierungspotenziale

Einkaufsbarometer Mittelstand 2021, Angaben in %

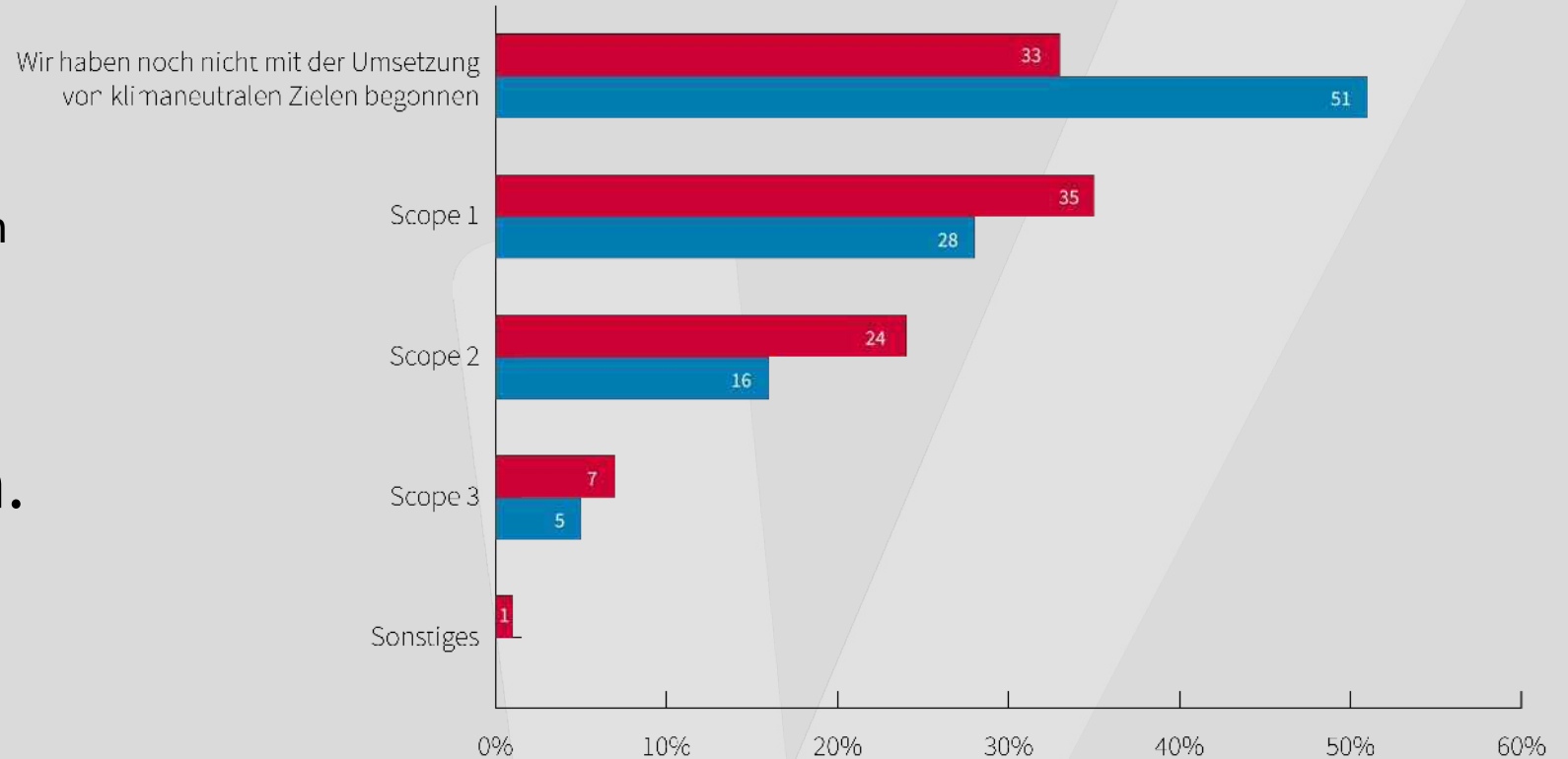
Der **Mittelstand** sieht im
Lieferantenmanagement und
Bestellabwicklungsprozess
den größten **Digitalisierungsbedarf**.



CO2-Emissionen reduzieren: Es gibt noch viel zu tun

Einkaufsbarometer Mittelstand 2021, Angaben in %

Durchschnittlich **40%** der befragten
Einkäufer **setzen** noch **keine**
klimaneutralen Ziele um.



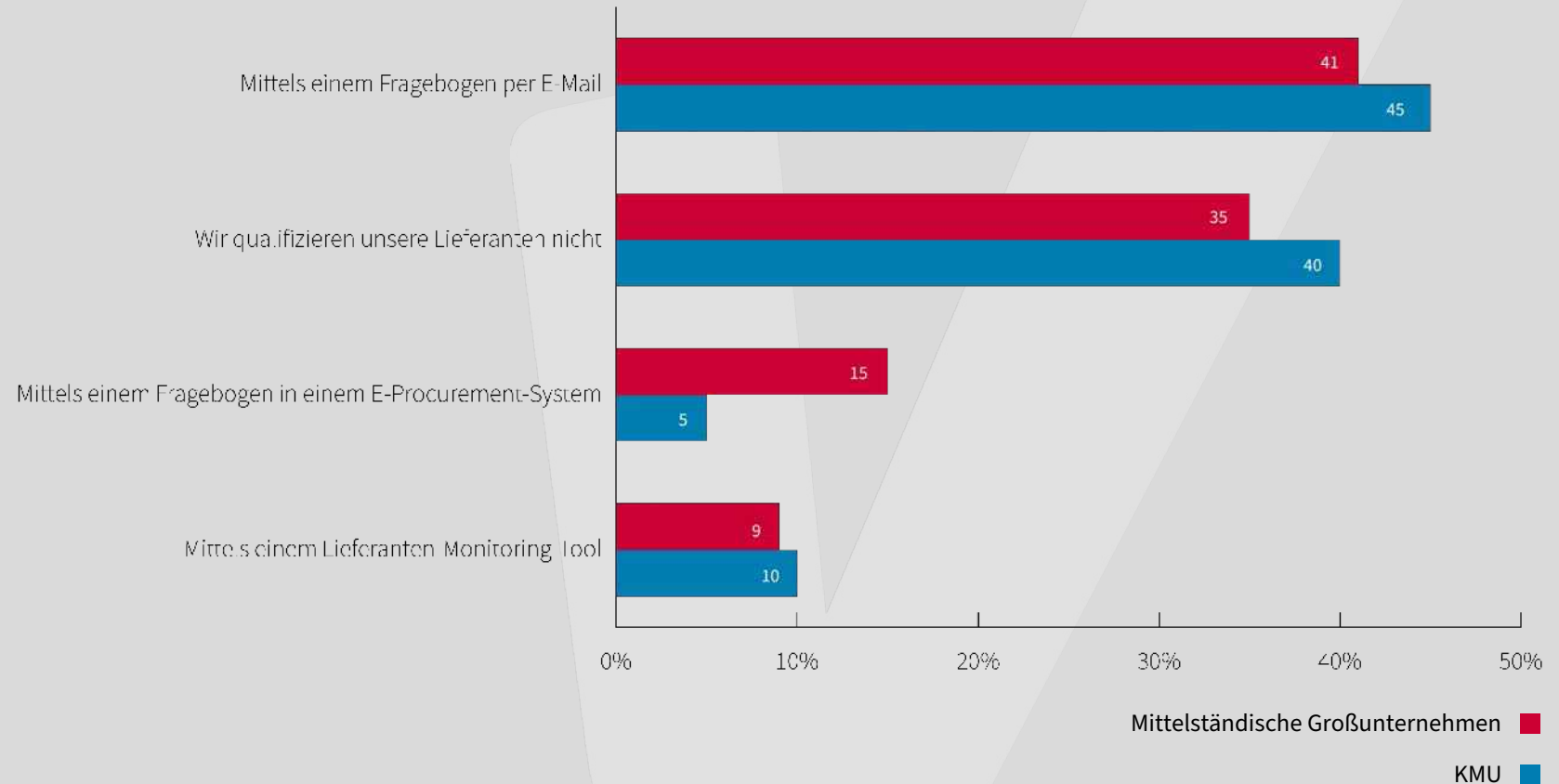
Mittelständische Großunternehmen ■
KMU ■

- **Scope 1:** Alle direkten Emissionen, die ein Unternehmen verursacht
- **Scope 2:** Alle indirekten Emissionen, die ein Unternehmen bspw. über Energien und Betriebsmittel importiert
- **Scope 3:** Treibhausgase, die außerhalb der Organisationsgrenzen und Scope 2 auftreten (bspw. Transport eingekaufter Güter, Entsorgung von Abfällen oder Geschäftsreisen)

Lieferantenqualifizierung: Keine Basis für Nachhaltigkeit vorhanden

Einkaufsbarometer Mittelstand 2021, Angaben in %

Ca. **40%** der befragten
Unternehmen **qualifizieren**
ihre **Lieferanten nicht**.



7 Megatrends for Purchasing for 2020ff

Procurement Barometer 2020



Lieferkettengesetz



Loi de Vigilance



Modern Slavery Act



Child Labour Due Dilligence Law



Several Initiatives



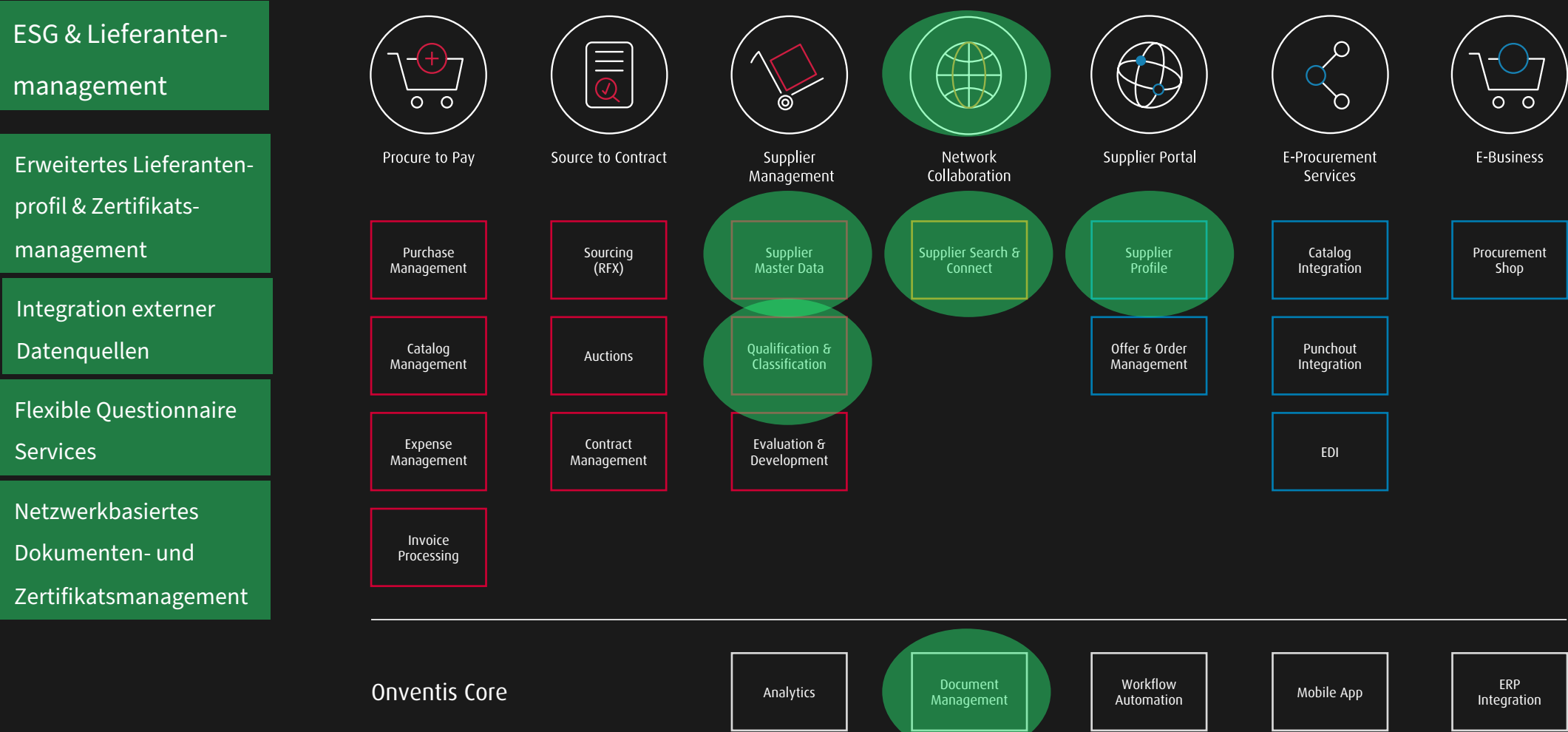
Konzernverantwortungs-initiative

Artificial Intelligence

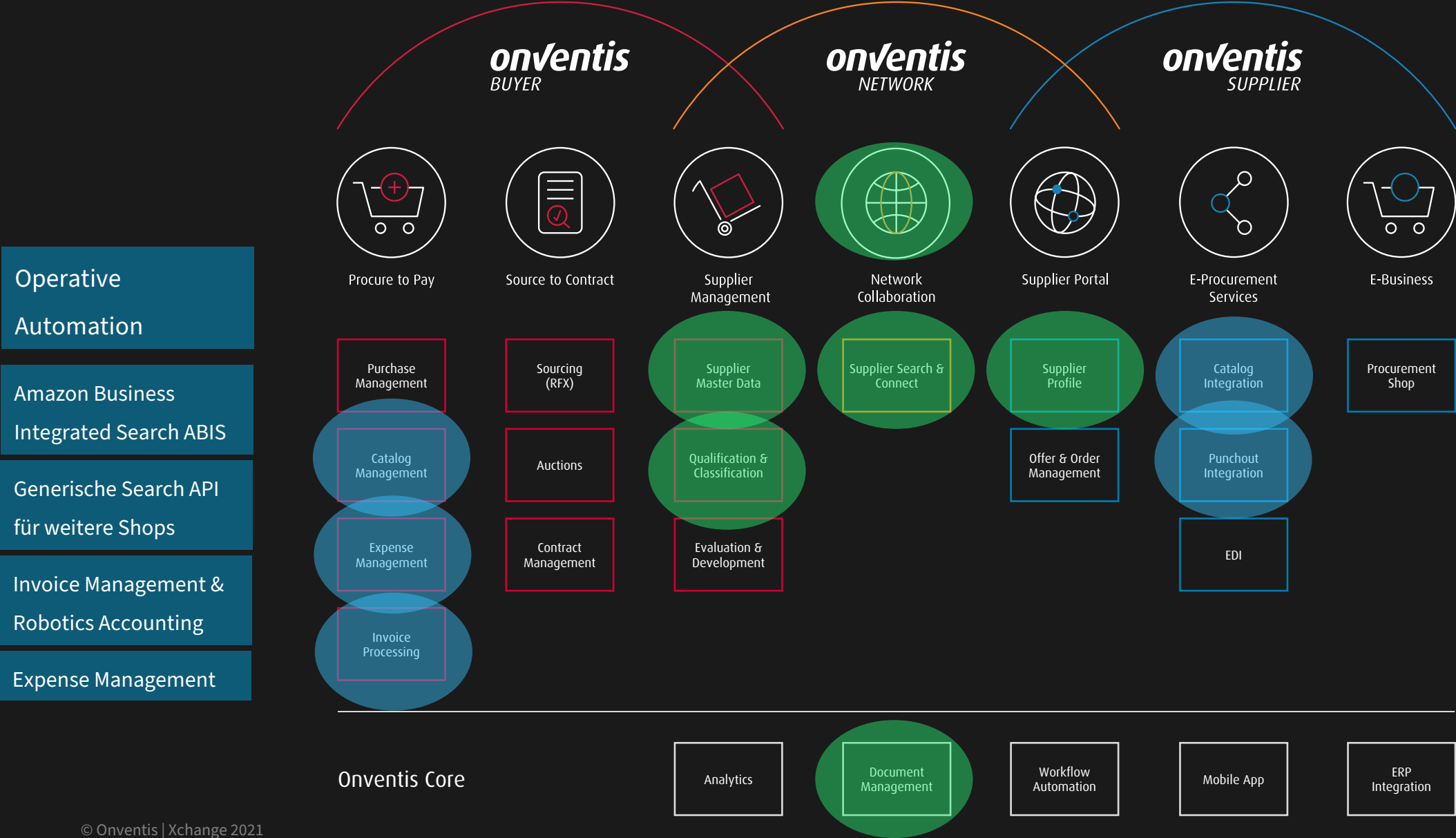
0% 5% 10% 15% 20% 25% 30% 35%

■ Medium-Sized Large Enterprises ■ SME

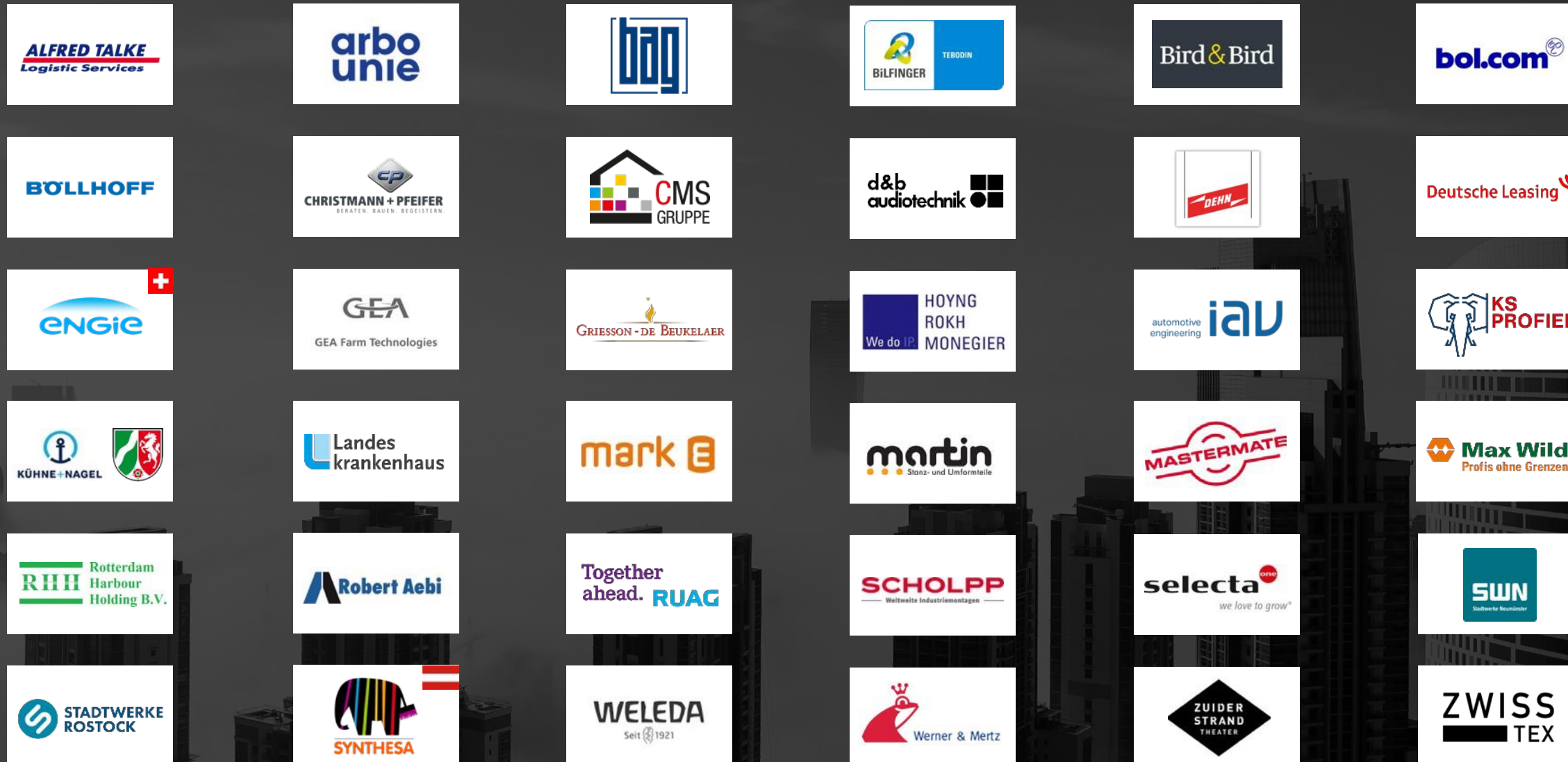
Wo wir Sie unterstützen



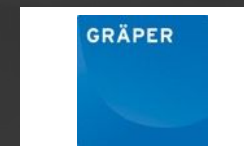
Wo wir Sie unterstützen



Onventis Neukunden in 2020



Onventis Neukunden in 2021



Die Onventis Vision



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

Frank Schmidt | CEO | Onventis



S2C Vendor Analysis



Onventis has grown into an interesting source-to-pay suite provider. The vendor is one of the few full S2P suites targeting the mid-market at an appropriate price point.

Nick Heinzmann | Spend Matters | Analyst, Analyst Team Lead

Onventis: Vendor Analysis (Part 1) — Upstream S2C solution overview, SWOT, Onventis competitors/market analysis, tech selection tips [PRO]

MICHAEL LAMOUREUX AND NICK HEINZMANN · May 10, 2021 4:00 AM |

Categories: Contract Management, E-Sourcing, Procurement Systems & Architecture, Solution Providers, Technology | **Tags:** PRO



Adobe Stock

Onventis has grown into an interesting source-to-pay suite provider, so we plan to look at its offering in the upstream source-to-contract area in this two-part Spend Matters PRO today, and we'll do another series on the downstream P2P solution in the coming weeks.

It's also important to note two other things about Onventis: First, it is one of the few providers in the space that is fully focused on the mid-market. Second, Onventis can support an organization's indirect, services and direct sourcing needs, which not all platforms can.

Also, consider that if source-to-contract is powered by a single, unified platform, its value only increases because the businesses using it can source faster to respond to disruptions, analyze data to identify trends early, monitor suppliers to conform to every changing compliance regulation, and manage electronic agreements when distances or time prevent physical ones.

So we would suggest that while the subject might seem old-hat, the slick-fashioned offerings of the new players that focus on the mid-market are certainly worth the time and effort to get to know better. For some companies, they may turn out to be the perfect providers.

Part 1 will cover the company background, a short solution overview, a SWOT analysis, a look at Onventis competitors and tech selection tips. Part 2 will focus on **Onventis' S2C solution strengths/weaknesses, a deep dive into its solution capabilities** and an analyst summary.

S2C Vendor Analysis



- A lot of platforms have templating capability, but Onventis has spent decades working to get it right.
- The supplier portal is one of the most impressive portals for a suite provider on the market.

Onventis: Vendor Analysis (Part 1) — Upstream S2C solution overview, SWOT, Onventis competitors/market analysis, tech selection tips **[PRO]**

MICHAEL LAMOUREUX AND NICK HEINZMANN · May 10, 2021 4:00 AM |

Categories: Contract Management, E-Sourcing, Procurement Systems & Architecture, Solution Providers, Technology | **Tags:** PRO



Adobe Stock

Onventis has grown into an interesting source-to-pay suite provider, so we plan to look at its offering in the upstream source-to-contract area in this two-part Spend Matters PRO today, and we'll do another series on the downstream P2P solution in the coming weeks.

It's also important to note two other things about Onventis: First, it is one of the few providers in the space that is fully focused on the mid-market. Second, Onventis can support an organization's indirect, services and direct sourcing needs, which not all platforms can.

Also, consider that if source-to-contract is powered by a single, unified platform, its value only increases because the businesses using it can source faster to respond to disruptions, analyze data to identify trends early, monitor suppliers to conform to every changing compliance regulation, and manage electronic agreements when distances or time prevent physical ones.

So we would suggest that while the subject might seem old-hat, the slick-fashioned offerings of the new players that focus on the mid-market are certainly worth the time and effort to get to know better. For some companies, they may turn out to be the perfect providers.

Part 1 will cover the company background, a short solution overview, a SWOT analysis, a look at Onventis competitors and tech selection tips. Part 2 will focus on **Onventis' S2C solution strengths/weaknesses, a deep dive into its solution capabilities** and an analyst summary.

S2C Vendor Analysis



While we have covered over a dozen providers with source-to-pay capabilities, and a dozen more with either S2C or P2P that can be combined with their brethren to provide full S2P capability to a client, we find Onventis to be one of the few breaths of fresh air we have covered in recent years.

Michael Lamoureux | Spend Matters | Lead Analyst and Futurist

Onventis: Vendor Analysis (Part 2) — Upstream S2C Solution Strengths/Weaknesses, Solution Deep Dive, Analyst Summary [PRO]

MICHAEL LAMOUREUX AND NICK HEINZMANN - May 10, 2021 3:59 AM |

Categories: Contract Management, E-Sourcing, Procurement Systems & Architecture, Solution Providers, Technology | **Tags:** PRO



Adobe Stock

The source-to-pay market aims for comprehensive coverage of all of an organization's procurement spend. But in reality, all spend is not necessarily covered by every suite, and even the ones that span indirect, direct and services-based purchases can have blindspots. And beyond even spend scope, it's even rarer that such opportunities are available to mid-size businesses, with the Global 2000 and Fortune 500 often winning out on comprehensive coverage.

Onventis is an S2P provider that resists both of these generalizations. It not only covers all three major types of spend but also is specifically designed (and priced) for middle-market organizations — although it certainly has the foundations to scale up to larger customers, as well. In the S2C segment specifically, we see this in capabilities such as BOM-based direct materials sourcing; a respectable and granular supplier network; and deep master data management configuration support.

Part 2 of this Spend Matters PRO Vendor Analysis provides details on the solution's strengths and weaknesses as well as a deep dive into the S2C solution and an analyst summary. Part 1 included company background info, a SWOT analysis and a review of Onventis' competitors. For coverage of Onventis' P2P capabilities, PRO subscribers can expect a companion two-part series publishing in the weeks to come.

Onventis ist klimaneutral



**Klimaneutrales
Unternehmen 2020**

© co2-positiv.de

Beschaffen wie die Bienen



onventis

onventis

3olloverein