

Agile Procurement

Bernardo Nicoletti

Agile Procurement

Volume I: Adding Value with
Lean Processes

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Contents

1	Introduction to Agile Procurement Processes	1
2	Procurement Processes	7
3	Agile Procurement	15
4	Agile Procurement Support of the Value for the Customer	43
5	Customer Relationships and Agile Procurement	73
6	Processes in Agile Procurement	113
7	Resources and Agile Procurement	149
8	Costs and Agile Procurement	171

9 Conclusions for the Agile Procurement Processes	225
Glossary	227
Bibliography	249
Index	269

Abbreviations

AI	Artificial Intelligence
AILOG	Associazione Italiana di Logistica
API	Application Programming Interface(s)
AR	Acquisition Request
ASC	Agile Supply Chain
B2B	Business to Business
BC	Business Continuity
BI	Business Intelligence
BMC	Business Model Canvas
BPO	Business Process Outsourcing or Business Process Optimization
Capex	Capital Expenditure
CFFR	Collaborative Planning, Forecasting and Replenishment
CFM	Cash Flow Management
CIM	Computer-Integrated Manufacturing
CM	Configuration Management
CNC	Computer Numerical Control
COPIs	Customer, Output, Process, Input, Supplier
CPFR	Collaborative Planning, Forecasting, and Replenishment
CPG	Consumer Packaged Goods
CPM	Corporate Performance Management or Critical Path Method

CPO	Chief Procurement Officer
CRM	Customer Relationship Management
CRS	Computer Reservation System
CTC	Critical to Customer
CTQ	Critical to Quality
DDLC	Document Development Life Cycle
DMADV	Define, Measure, Analyze, Design, Verify
DMAIC	Define, Measure, Analyze, Improve, Control
DRP	Distribution Requirements Planning
DSO	Days Sales Outstanding
ECM	Enterprise Content Management
EDI	Electronic Data Interchange
EMEA	Europe, Middle East, and Africa
EMS	Small and Medium Enterprises
EOBR	Electronic on-board Recorder
EOQ	Economic Order Quantity
EPC	Engineering, Procurement, and Construction
EPE	Every Part Every
ERP	Enterprise Resource Planning
ETL	Extraction, Transformation, and Loading
ETS	European Treaty Series
EU	European Union
EVI	Early Vendor Involvement
FMCG	Fast Moving Consumer Goods
FTE	Full-Time Equivalent
GDP	Gross Domestic Product
GPO	Group Purchasing Organization
GPP	Green Public Procurement
GPS	Global Positioning System
HR	Human Resources
IaaS	Infrastructure as a Service
ICC	International Chamber of Commerce
ICT or IT	Information and Communication Technology
IoT	Internet of Things
IP	Internet Protocol
ISO	International Standard Organization
JIC	Joint Integrating Concept

JIT	Just in Time
KPI	Key Performance (or Process) Indicators
KRI	Key Risk Indicator
LAN	Local Area Network
MMR	Mass Market Retailers
MRP	Manufacturing and Material Requirement Planning
MSA	Master Service Agreement
MTO	Make to Order
MTS	Make to Stock
NIST	National Institute of Standards and Technology
O & M	Operations and Maintenance
OEM	Original Equipment Manufacturer
Opex	Operating Expenditures
OPG	Order Processing Guideline
P2P	Procure to Pay
PA	Public Administration
PaaS	Platform as a Service
PC	Personal Computer
PERT	Program Evaluation and Review Technique
PIN	Personal Identification Number
PLM	Product Lifecycle Management
PO	Purchase Order
POS	Point of Sale
QFD	Quality Function Deployment
R2P	Requisition to Pay
RACI	Responsibility-Accounting-Control-Information
RE	Real Estate
RFB	Request for Bid
RFI	Request for Information
RFID	Radio-Frequency Identification
RFP	Request for Proposal
RFQ	Request for Quotation
RFX	Any type of Request for Procurement
ROA	Return on Assets
ROI	Return on Investment
S2P	Source to Pay
SaaS	Software as a Service

SCF	Supply Chain Finance
SCM	Supply Chain Management
SG&A	Sales, General, and Administration
S&O	Strategy and Operations
S&OP	Sales and Operations Planning
SIPOC	Vendor, Input, Process, Output, Customer
SLA	Service Level Agreement
SMED	Single Minute Exchange of Die
SMEs	Small and Medium Enterprises
SRM	Supplier Relationships Management
STP	Straight-Through Processing
SWOT	Strengths-Weaknesses-Opportunities-Threats
TCM	Total Cost Management
TCO	Total Cost of Ownership
TP	Transaction Processing
TPM	Total Productive Maintenance
TPS	Toyota Production System
TQM	Total Quality Management
UCC	Unified Collaboration and Communication
UK	United Kingdom
US or USA	United States of America
VA/NVA	Value Added/Non Value Added
VMI	Vendor-Managed Inventory
VoC	Voice of the Customer
VSM	Value Stream Mapping
WIP	Work in Process
WMS	Warehouse Management System
XML	Extended Messaging Language

List of Figures

Fig. 1.1	From the supply chain to the value network	3
Fig. 2.1	Value network, logistics and sourcing	8
Fig. 3.1	The agents of change in procurement	19
Fig. 3.2	Business model canvas	37
Fig. 4.1	The approach to agile procurement	51
Fig. 5.1	The big data analytics cycle	75
Fig. 5.2	The sourcing process and the use of open data	86
Fig. 5.3	E-collaboration (elaboration of the author on Bertele', U. and Rangone, A. (2004). The B2B in Italy: finalmente parlano di Dati, Associazione Impresa Politecnico, Milano, Italy)	97
Fig. 6.1	The basic processes of sourcing	114
Fig. 6.2	The supply matrix (Kraljic)	118
Fig. 6.3	Functionality of a process of transportation. (Musumeci A. (2012), Un caso reale di realizzazione di un Big Data nel Gruppo Ferrovie dello Stato, Big Data Forum, Nov. 21)	132
Fig. 6.4	Capabilities and decision-making level	133
Fig. 6.5	Capabilities of a logistics system in relationships with vendors	133
Fig. 7.1	From a product perspective to a customer perspective	154
Fig. 7.2	Porter's value chain	154
Fig. 7.3	A model for the classification of services	160

xii **List of Figures**

Fig. 7.4	Examples of services in the case of a transportation organization	161
Fig. 8.1	The structure of lean thinking	174
Fig. 8.2	The SIPOC	194
Fig. 8.3	Typical kanban	196
Fig. 8.4	A leagile approach based on decoupling (elaboration of the author from Christopher and Towill)	202
Fig. 8.5	The method of leagile and digitize	204
Fig. 8.6	The three flows in procurement	211
Fig. 8.7	Procurement finance model	214

List of Tables

Table 4.1	The characteristics of agile procurement	50
Table 4.2	Effect on the organization and procurement department	53
Table 4.3	Eco goals and levers to achieve them	65
Table 5.1	Some tools used to support organizations with big data analytics	79
Table 6.1	Procurement processes	116
Table 6.2	Capabilities and decision-making level	134
Table 8.1	The 5S tools	184
Table 8.2	Lean and Six Sigma characteristics	199