

ENERGIBRANSJENS INNKJØPS OG KONTRAKTSKONFERANSE

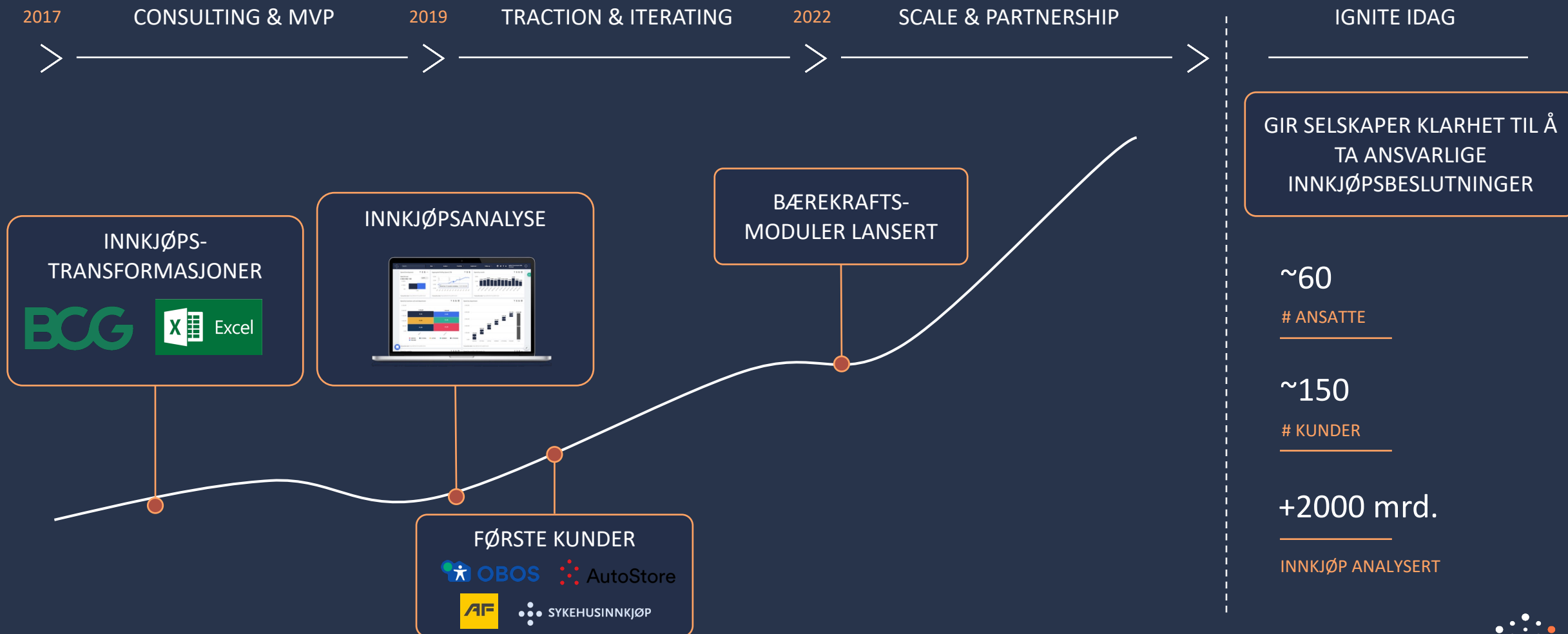
Paradigmeskifte for innkjøp

Sigbjørn Nome, CEO & Co-Founder Ignite Procurement

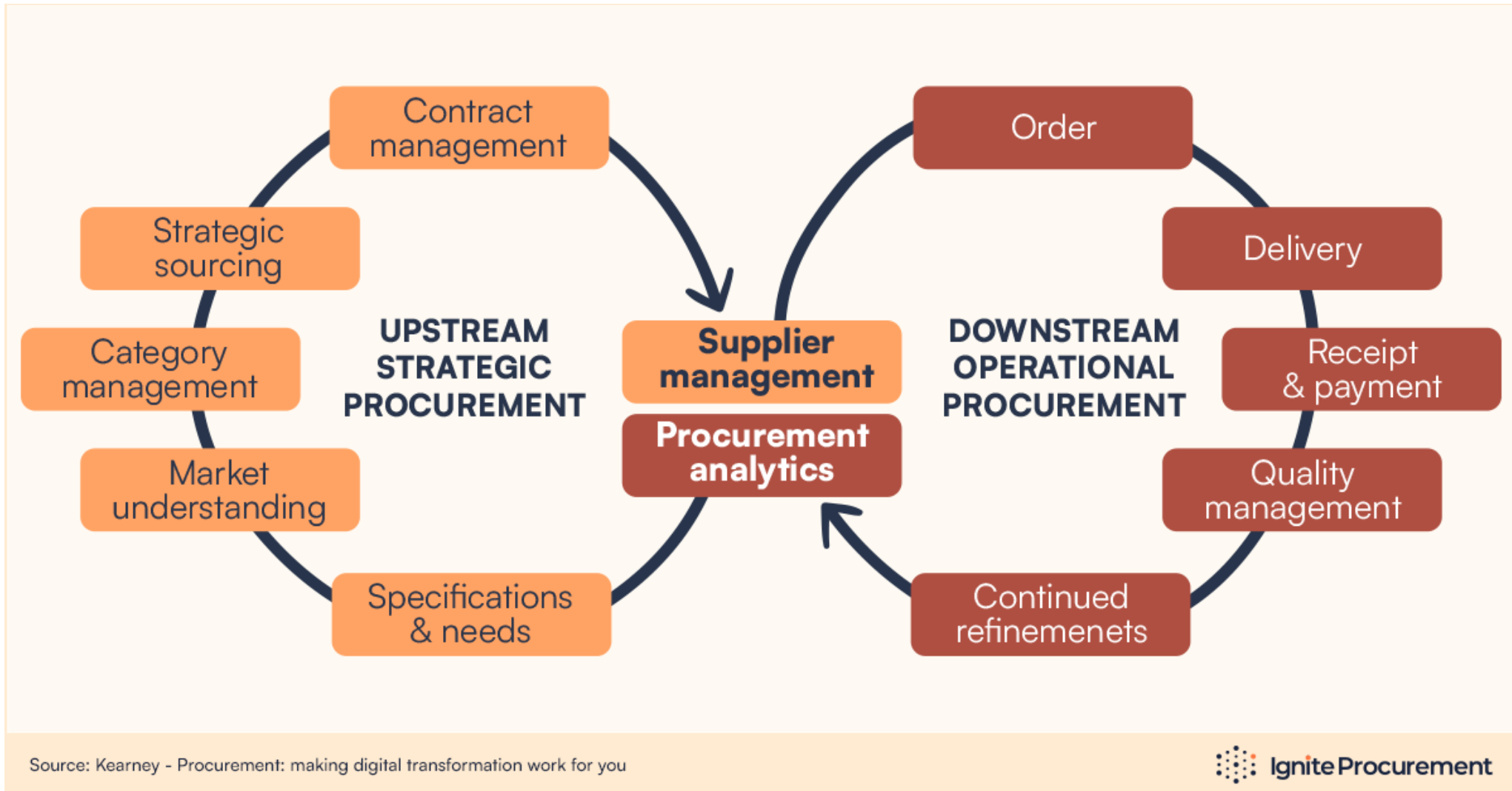
2023



Min reise innen innkjøpsfaget startet i BCG i 2014



Innkjøp har historisk vært en back-office funksjon med begrenset strategisk påvirkning på selskapet



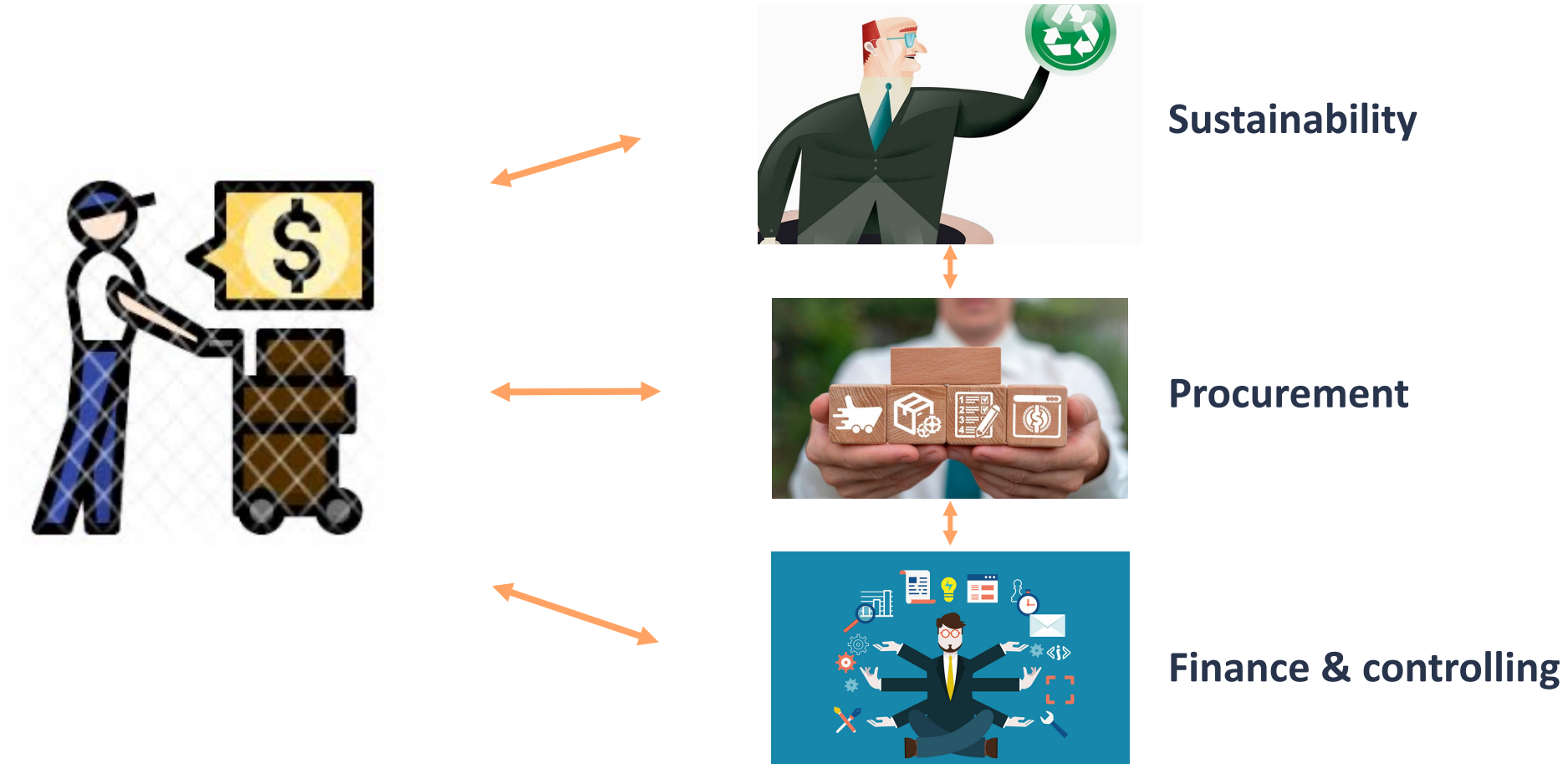
Potensialet er mye større når man vet at leverandører er en av de viktigste interessentene til et selskap



Nye krav kommer inn gjennom reguleringer, banker, eiere og kunder som krever at man kan dokumentere en bærekraftig verdikjede



Dette øker kompleksiteten ved å følge opp leverandørene, og kreves at flere involveres internt



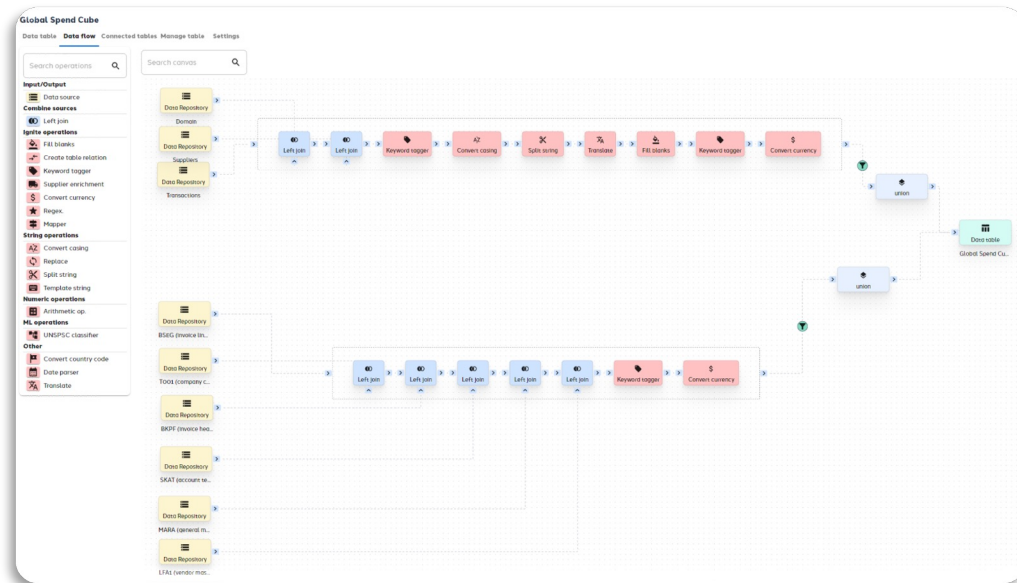
Teknologi vil være avgjørende for at man kan håndtere denne økte kompleksiteten effektivt



Jeg skal gi noen eksempler på hvordan teknologi vil være en katalysator for dette paradigmeskifte



Få bedre transparens i innkjøpene, utslippene og leverandørene, slik at du kan prioritere arbeidet riktig



The interface shows the classification of spend data. It includes a search bar for 'Supplier Name', a 'Sort order' section set to 'Amount - Sum' in descending order, and a 'Results' section displaying a list of suppliers and their amounts. The 'Classification structure' section on the right shows a hierarchy of spend categories.

Supplier Name	Amount - Sum
STORE MASKINER AS	109,310,021
INDUSTRIAL PIPE CO	21,628,564
VISUAL SOFT	7,529,400
123 EQUIPMENT GMBH	7,020,656
LIFT1 AS	3,754,641
CARBON FIBER BALTICS	2,181,628
SCISSOR LIFTS AB	764,490
AGL INC (USD)	636,334
FIX MECH. AS	382,048
FLAMMABLE GAS AS	373,194

Classification structure

Structure

Select structure: Spend category

Unclassified: 155,160,171 | Classified: 5,926,361,026

Sort groups alphabetically

Groups

- Capex: 12,403,796
- Direct: 3,250,504,827
 - Equipment and machinery: 1,789,084,422
 - Raw materials: 1,461,420,406
- Indirect: 2,663,452,402
 - Buildings and facilities: 1,201,397,196
 - ICT: 249,899,679
 - Operations: 45,125,427
 - Personnel related: 326,919,763
 - Professional services: 558,872,368
 - Protective equipment: 100,764,013
 - Raw materials: 9,331,764
 - Travel & accomodation: 171,142,191

I forbindelse med vår eksperimentering tilbyr vi gratis test av kategorisering av innkjøpene med bruk av GPT



Bruk AI til å identifisere leverandører som kan levere det du trenger

Supplier Discovery powered by DeepAI

I'm running a request for

Coffee Vending Machines

My specifications are as follows

I require Bean to Cup Machines with Fresh Milk

Show me suppliers based in

[Add Location +](#)

I would like suppliers similar to

Franke Coffee Systems

Don't include these suppliers

Necta Vending Ltd

Something else you should know

I have tight timescales and need delivery in the next 2 months

[Find Suppliers](#)

DeepStream

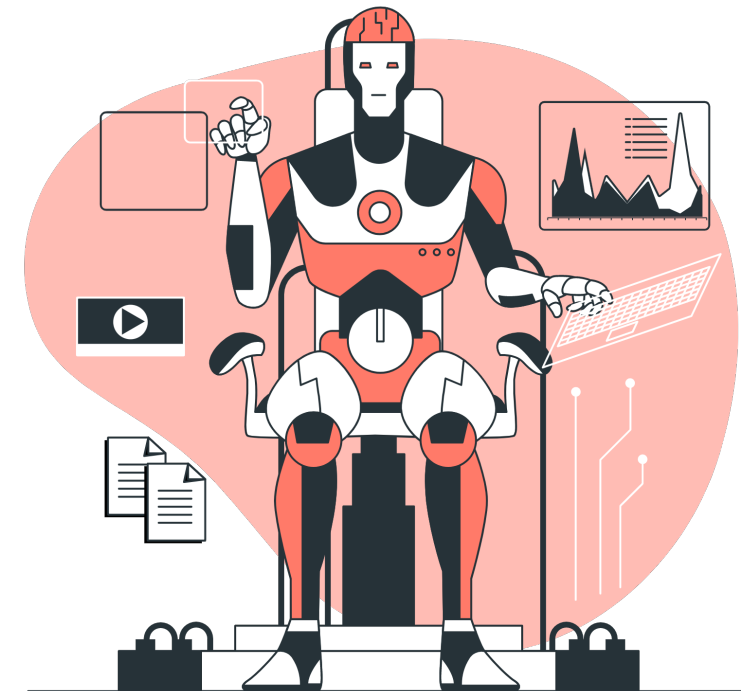
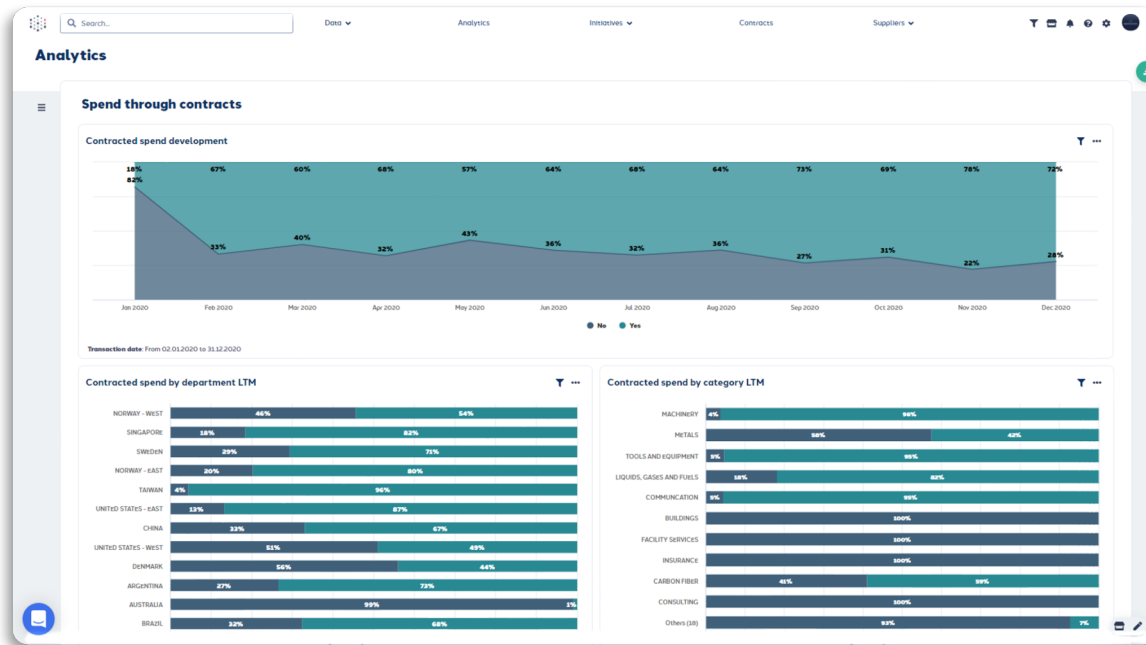
Search Results

[Download Your Results](#)

Company	HQ Location	Website	Additional Info	Rating
Coffetek	Spain	coffetek.com	Manufactures high-quality coffee machines	✓
WMF Group	Germany	wmf.com	Produces fresh milk coffee machines	✓
La Cimbali	Italy	cimbali.com	Supplies a wide range of barista style machines	✓
Bravilor	UK	bravilor.co.uk	Produces a range of commercial machines	?
Jura	Switzerland	jura.com	Manufactures coffee machines for professional use	✓



Få full transparens i om kontraktene faktisk brukes og identifisere risikoene automatisk ved bruk av AI



Identifiser de beste tiltakene for å redusere utslipp



Good day, what data should I input to get emission reduction initiatives from you back?



Good day! To provide you with accurate and tailored emission reduction initiatives, please provide the following data:

1. Total annual greenhouse gas emissions (in tonnes of CO₂-equivalents)
2. A breakdown of emissions by category (e.g., energy, transportation, waste, etc.)
3. A breakdown of emissions by source (e.g., electricity, natural gas, vehicles, etc.)
4. A brief description of your company's operations and industry
5. Any existing emission reduction targets or initiatives you have in place

Once you provide this information, I can suggest concrete initiatives to help your corporation lower its emissions and estimate the potential savings in terms of tCO₂e and the time-scale for implementation.



👤 Ignite Procurement (or simply Ignite) is a Norwegian SaaS company with more than 50 employees located across two offices, one in Oslo, Norway and the other in Warsaw, Poland. Ignite provides a web-based application for the consolidation and analysis of data, applied for work with strategic procurement. In the last couple of years, Ignite has expanded its functionality to include carbon accounting, contract management, and an assessment module that can be used internally and externally towards your suppliers. As we aim to empower companies around the world to make smarter and more responsible procurement decisions, Ignite sees the potential to contribute with carbon accounting based on procurement data as a small step in the direction of the 1.5-degree target.

This document mainly focuses on our 2022 greenhouse gas emissions, but calculations have been conducted back to the initiation of Ignite Procurement as a company, to see the development of our emissions so far. 2022 will be used as a baseline year for all scopes and categories going forward, but we acknowledge the potential need to update our methods over time in accordance with the development of standards. We are therefore prepared to either update our calculations back in time with new methodologies and/or change our baseline year when necessary for certain emission categories.

We have used our own methodology to calculate upstream scope 3 emissions related to procurement, similar to what we do for many of our customers. Additionally, Ignite has been used to combine activity data with emission factors for all of our other emissions, including scope 2, employee commute, and downstream scope 3.

Ignite has been a company in rapid growth for the last 5 years, resulting in an overall upwards trend in emissions. As a small startup, neither the knowledge nor the capacity was available to conduct a proper carbon accounting of our operations. Now that we have reached a stage of scaling up, and have our own carbon accounting module, the time is ripe for doing more.

Table 1: Ignite's emissions by year and emission category. Presented in tonnes of CO₂-equivalents.

GHGP scope and category	2017	2018	2019	2020	2021
Scope 1	0	0	0	0	0
Scope 2 - district heating	0	0.1	0.1	0.3	3
Scope 2 - electricity (location-based)	0	0.1	0.1	0.1	0
Scope 2 - electricity (market-based)	0.7	1.7	1.7	4.9	3
Scope 3 C1 -	1.5	18.1	17.7	37.3	7

+++





Thank you for providing detailed information on Ignite Procurement's greenhouse gas emissions and operations. Based on the given data, I can suggest the following emission reduction initiatives tailored to your company's needs:

1. Energy Efficiency Improvements:

- Implement energy-efficient lighting and office equipment, which can reduce electricity consumption and thus lower your Scope 2 emissions.
- Estimated savings: 5-10% reduction in electricity-related emissions (1.5-3 tCO₂e/year)

2. Renewable Energy Procurement:

- Purchase renewable energy certificates (RECs) or engage in power purchase agreements (PPAs) for renewable electricity, which can reduce market-based Scope 2 emissions.
- Estimated savings: up to 100% reduction in market-based Scope 2 emissions (49.5 tCO₂e/year)

3. Green Building Practices:

- Ensure that your offices are designed and operated with energy efficiency, water conservation, and waste reduction measures in mind. This can reduce energy consumption and waste-related emissions.
- Estimated savings: 2-5% reduction in building-related emissions (0.1-0.3 tCO₂e/year)

4. Sustainable Procurement:

- Work closely with your suppliers to encourage them to adopt sustainable practices, which can reduce your Scope 3 emissions from purchased goods and services.
- Estimated savings: 5-10% reduction in Scope 3 C1 emissions (6.1-12.3 tCO₂e/year)

5. Employee Commute and Business Travel:

- Encourage remote work or flexible working hours to reduce employee commuting emissions.
- Promote the use of public transportation or carpooling for employees.
- Implement a travel policy that prioritizes video conferencing over in-person meetings, and when travel is necessary, choose lower-carbon transportation options such as train travel.
- Estimated savings: 10-20% reduction in Scope 3 C6 and C7 emissions (1.3-2.6 tCO₂e/year)

6. Waste Reduction and Recycling:

- Implement a waste reduction policy, including recycling and composting programs, to reduce Scope 3 C5 emissions associated with waste generated in operations.
- Estimated savings: 10-20% reduction in waste-related emissions (0.1-0.2 tCO₂e/year)

7. Carbon Offsetting:

- Consider investing in certified carbon offsets to compensate for your remaining emissions, as a complementary measure to your emission reduction initiatives.
- Estimated savings: variable, depending on the selected offset projects



Automatisering av innkjøpene på det ikke-strategiske, slik at innkjøp kan fokusere på det strategiske



Actionable insights

- Cleaned & enriched data
- Prioritized opportunities
- Benchmarks
- Risk overview
- Market understanding



Buying guidelines

- Prioritized suppliers
- Contracted terms
- Agreed prices
- Spend limitations
- Exception handling



Optimization models

- Cost
- ESG
- Risk
- Quality
- Delivery



Autonomous sourcing

- Supplier selection
- Automated negotiations
- Standardized terms
- ESG conditions
- Integration with ERP



Men husk, teknologi vil ikke alene skape et paradigmeskifte – det trengs sterke innkjøpsledere som driver denne endringen

Mellommenneskelige
egenskaper

Forretningsforståelse

Analytisk kompetanse

Endringsledelse

Helhetlig tilnærming



Check out our [webpage](#) for relevant procurement content and inspiration

Webinars

Unlocking Potentials By Empowering Procurement

Solving contract and category complexity with the right procurement chemistry

[LEARN MORE](#)

Ignite Procurement

Templates



...and much more

Strategic Procurement Simplified

The hands-on resource for procurement professionals, business owners, and everyone else who wants to understand and implement strategic procurement for results in the economic state.

[Download PDF](#)

A circular diagram with a central orange circle containing a grid of dots. Six surrounding orange circles are connected to the center by dotted lines. The surrounding circles are labeled: Identify opportunities, Find suppliers, Collaborate, Manage performance, Mitigate and manage risks, and Analyse spend.

WEBINAR

How a Construction Giant Solved its Carbon Emission Estimation Problem

Sigbjørn Nome
CEO & CO-FOUNDER

Eyvind A. G. Zetterberg
SENIOR PROCUREMENT ANALYST

Mathias G. Backsaether
SOFTWARE ENGINEER

Thursday, August 25th 2022
9:00 — 9:45 AM CEST

Ignite Procurement

Template: Renegotiation Meetings

Conduct structured and fact-based renegotiations by using this meeting template.

- Overall story
- Update from supplier
- Procurement analytics and market insights
- Summary and going forward

The template consists of four slides. Slide 1: 'Overall story' with a table of 'Estimate process initiated for (your company)'. Slide 2: 'Update from supplier' with a box for 'Update from supplier' and the Ignite Procurement logo. Slide 3: 'Procurement analytics and market insights' with a table of 'Procurement analytics and market insights'. Slide 4: 'Summary and going forward' with a box for 'Summary and going forward'.

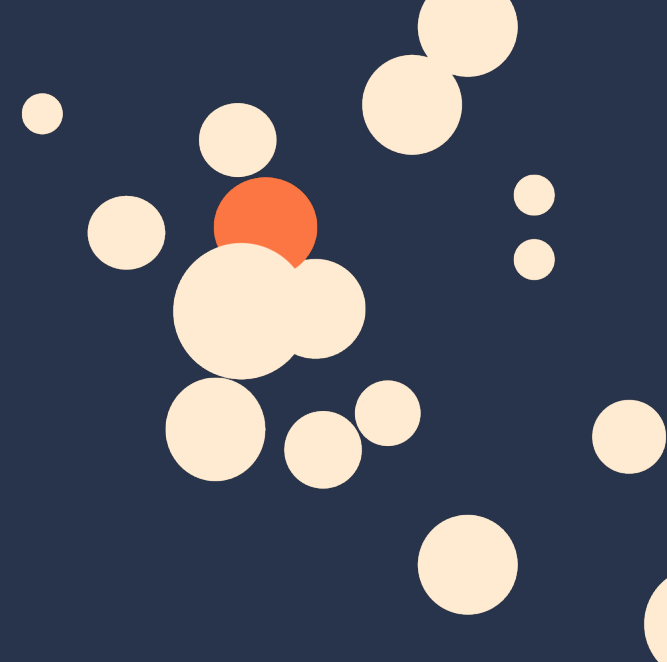
Guide: Renegotiation Process

Use this guide to get practical tips on how to ensure a successful renegotiation process.

[Download](#)

A diagram titled '6 practical tips for a successful renegotiation process' showing six numbered steps in a circular flow: 1. Identify the problem, 2. Gather information, 3. Analyze the situation, 4. Develop a plan, 5. Communicate the plan, 6. Monitor and adjust.





Strategic Procurement. Digital. Data-Driven. Smarter