

THE ROAD TO THE ProcureTech CUP

EPISODE 26-14

THE
PURE PROCUREMENT
NEWSLETTER

be~~ne~~eering

How to Build Deployment Plans for Intake & Orchestration Solutions



THE ROAD TO THE ProcureTech CUP

The Journey Continues...

OCT 25 – APR 26

“Regular Season”
Show
(25 shows)



APRIL 2026

Pure Procurement
Virtual Conference
[“Finals”]

Sep 26	Oct 10	Oct 17	Oct 24	Oct 31	Nov 07	Nov 14	Nov 21	Nov 28	Dec 05	Dec 12	Dec 19	Dec 26	Jan 02
											Holiday Break		
eAuctions	Sourcing	Sourcing	S2P Suites / E2E	Intake & Orch.	SRM	SRM	Specialized	Spend Analytics / Cat. Mgmt	Sourcing	Spend Analytics / Cat. Mgmt			
Launch Show	Business Case	Architecture	Business Case	Business Case	Architecture	Business Case	Business Case	Business Case	Deployment Strategies	Deployment Strategies			

Jan 09	Jan 16	Jan 23	Jan 30	Feb 06	Feb 13	Feb 20	Feb 27	Mar 06	Mar 13	Mar 20	Mar 27	Apr 03	Apr 10
													
Sourcing	S2P Suites / E2E	Intake & Orch.	SRM	SRM	Specialized	Spend Analytics / Cat. Mgmt	Sourcing	Sourcing	S2P Suites / E2E	Intake & Orch.	SRM	SRM	Specialized
Process Design	Deployment Strategies	Deployment Strategies	Data Quality	Deployment Strategies	Deployment Strategies	Change & Governance	Change Management	Governance Models	Change & Governance	Change & Governance	Governance Models	Change Management	Change & Governance

April 22-24 2026

ProcureTech Unpacked
VIRTUAL CONFERENCE

Demos, keynotes, workshops and more!

ProcureTech Unpacked

The Buyer's Compass:
Come see what's possible.
Find what fits.

April 22-24th 2026

9am - 12:30pm Daily



WHERE IS PROCURETECH GOING?

- Peer-Led breakout sessions,
- Vendor solution demos,
- Expert-led workshops,
- Keynotes,
- ProcureTech Cup finals,
- and more...

...AND HOW TO MAKE IT WORK FOR YOU!



**100% VIRTUAL
CONFERENCE**

THE
PURE PROCUREMENT
NEWSLETTER

Co-Hosted by:



KH
KONNECTHOUSE

Get Your Ticket to “ProcureTech Unpacked”

- Scan the QR Code
- Fill Out the Survey
- We will get back to you
- **First come, first served**



Agenda

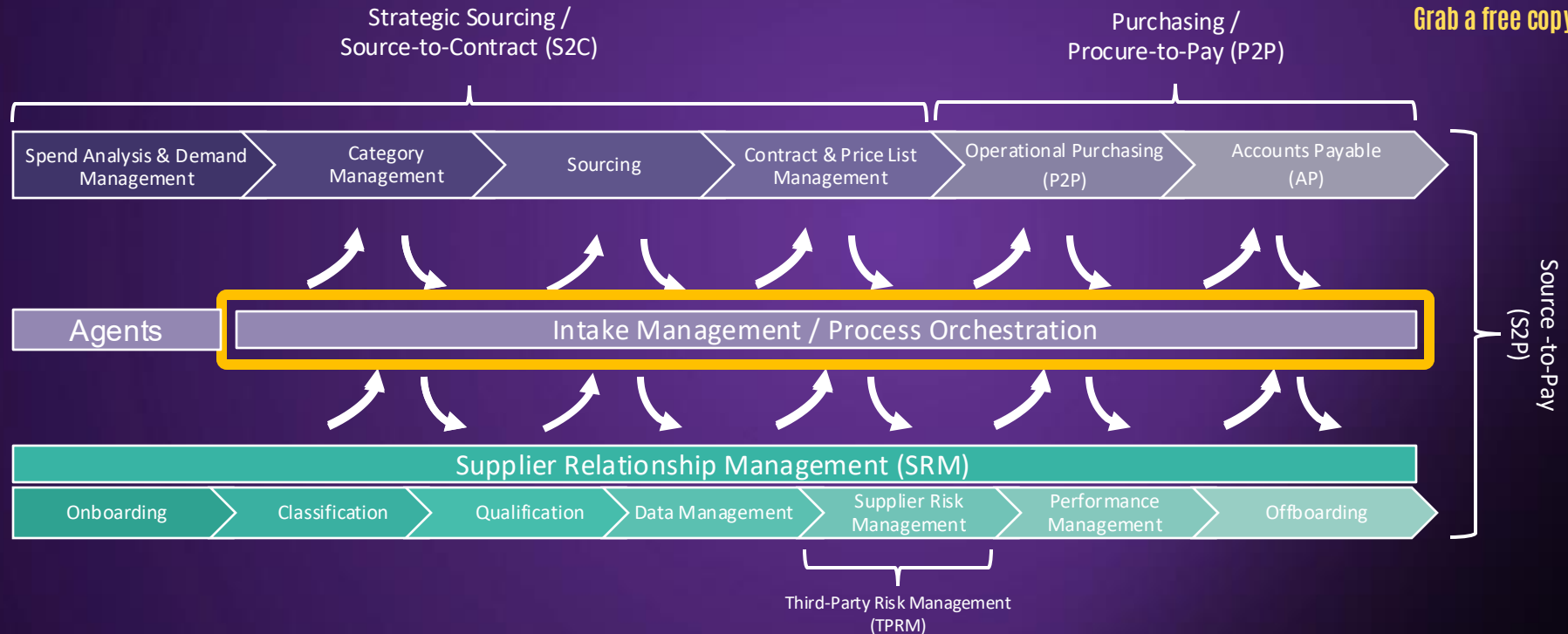
- What Is an Intake & Orchestration solution?
- How to **Build Deployment Plans** for I&O solutions?
 - **Did you do your homework?**
 - **MVP or Big Bang?**
 - **Change Management considerations**
- Wrap Up

What Is an Intake & Orchestration Solution?

As seen Through the Lens of the *Pure Procurement ProcureTech Market Map*



Grab a free copy!





Intake Challenges

HIGH DIVERSITY
of requirements
in indirect goods
and services

MULTITUDE
of buying channels

Catalogs

Marketplaces

Own stock

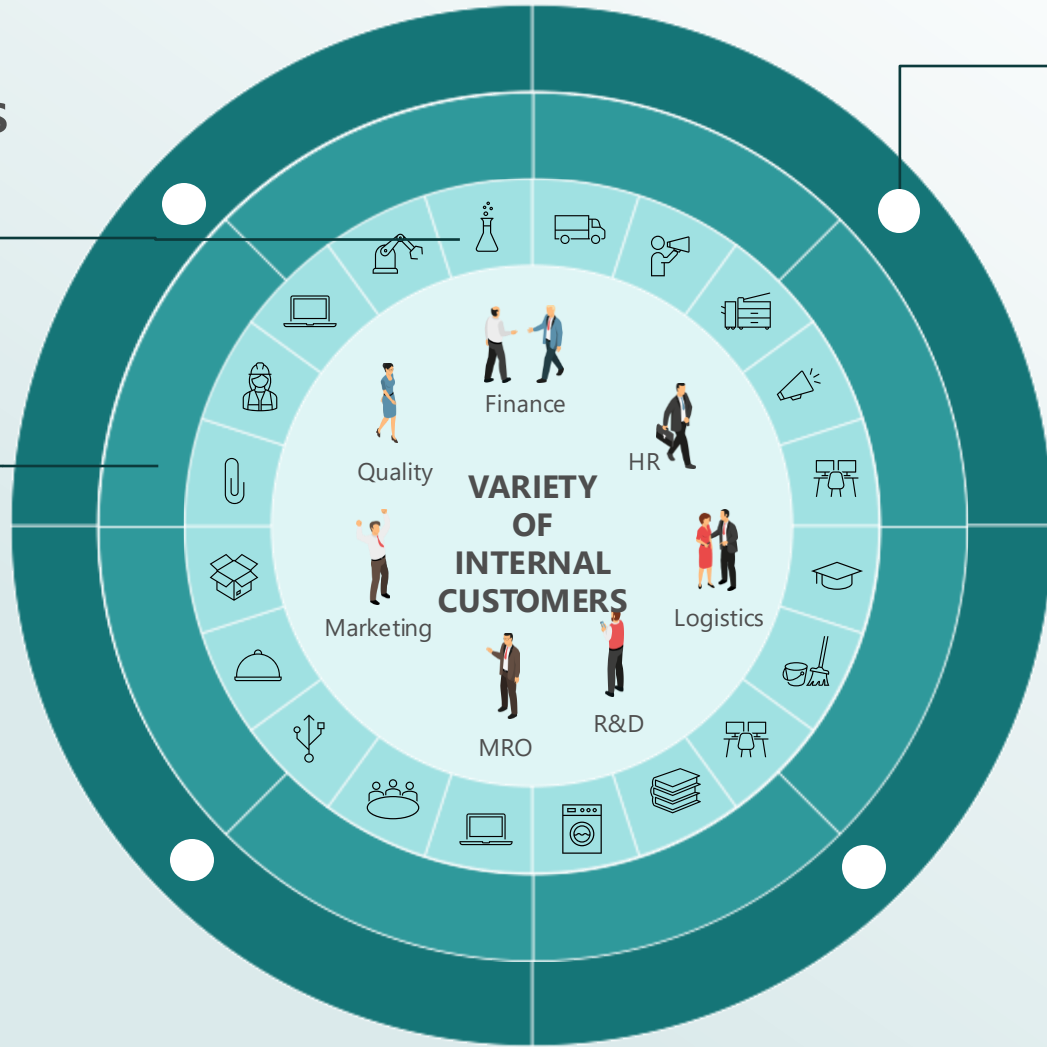
Framework
agreements

Preferred suppliers

Quotations

Complex services

Freertext requests



COMPLEXITY
of purchasing policies

- No PR/PO No PAY
- Threshold: 2-3 offers
- No Service Entry No Pay
- ... and much more



**SINGLE POINT
OF TRUTH
IMPERATIVE**

- Master data for materials and services
- Accounting data
- Supplier data
- Contract data
- Transactional data
- User data
- Workflows and tasks
- ... and much more



Universal search/ all purchasing channels/ all requestor scenarios in one solution

Search

Select

Enhance

SAP Documents

Catalogs
(maintained by the supplier)

Catalogs
(maintained by procurement)

Integrated marketplaces

Own stock

Preferred suppliers

Requests from operational contracts

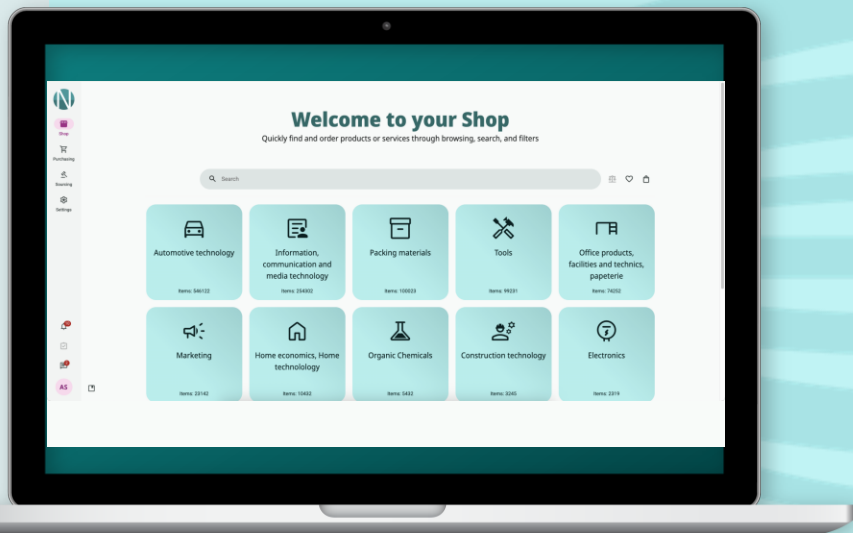
Services including SES provided by
suppliers

Punchouts

Freetext requests based on supplier
proposal

Freetext requests based on PO/ invoice
history

"Pure" freetext requests





Real-time transparency of data-and document flows

Search

Select

Enhance

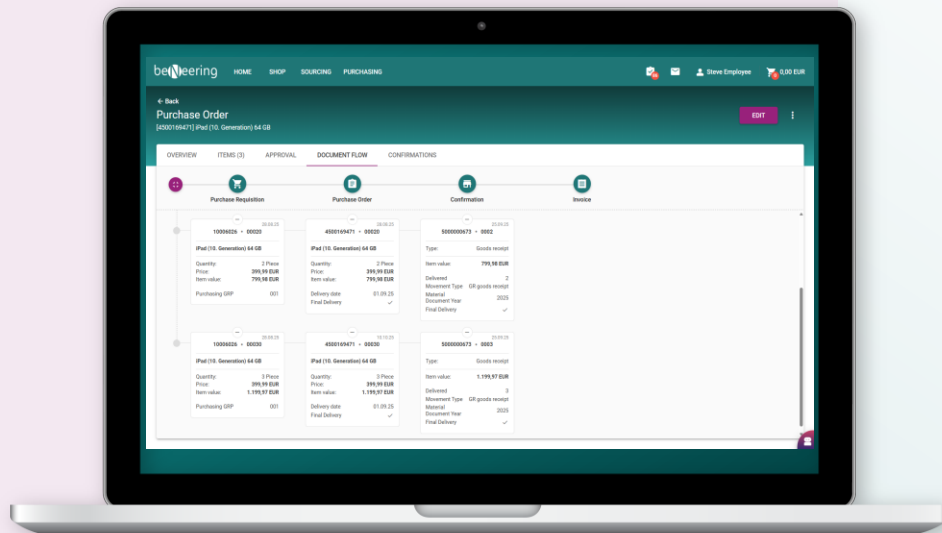
SAP Documents

Workflow

Purchase
Order

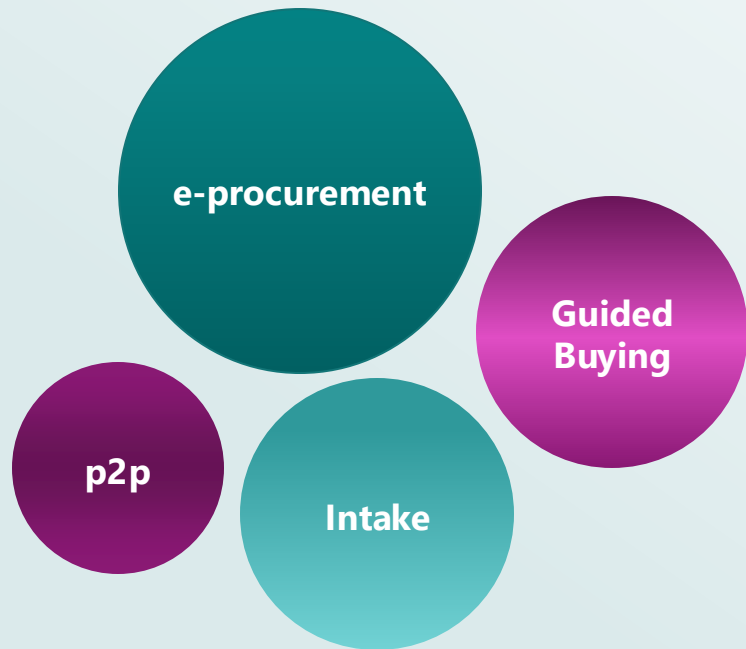
Delivery

Invoice





Requestor-driven self-services — however you call it



INTAKE SOLUTION
(Complete Request Management System)

GUIDED BUYING
(User Experience for Catalog Ordering)

- Search & Discovery
 - Product Recommendations
 - Shopping Cart
 - Catalog Browsing
-
- Free-Text Requests
 - Service Requests
 - Approval Workflows
 - Budget Validation
 - ERP Integration
 - Status Tracking
 - Reporting

**How Do You Build Deployment Plans for
Intake & Orchestration solutions?**



Tips&Tricks — BEFORE the project

What are your real objectives?

What is wrong with today's situation?

- For requestors —
- For procurement —
- For the company —

How to build a business case?

- Watch replay of episode 05:



How to select best fit solution?

- Please come back to me for best practices

Did you think about TCO?

- Try to avoid the need to ask for more budget
- Subscription + implementation – but is this all?
- Data cleaning/ Middleware/ Integration development/ Integration support – needs to be considered



Did you do your procurement homework?

- **Intake without preliminary procurement work = 100% freetext**
- **Sourcing Strategies and Purchasing Channels**
- Supplier catalogs / categories to buy via marketplaces / service and frame contracts / own stock...
- **The more content predefined / pre-negotiated — the higher the effects from Intake**

Do not underestimate the role of your ERP

- **True Intake process should:**
 1. rely on ERP data and
 2. seamlessly end with PO/ GR/ invoice
- Seriously test your provider for **integration capabilities and the cost of it**





MVP or Big Bang?

1

1-2-3 categories/ buying channels – or 1 department/ country/ division with all channels?

2

Your ultimate goal – 1 entry point for requestor for ALL requests, goods or services

3

Start with simple extremes – existing catalogs + freetext

Supplier-managed catalogs

Buyer-managed (internal) catalogs

Integrated marketplaces

Requests from own stock

Requests to preferred suppliers

Requests from operational contracts

Supplier collaboration in service procurement

Punchouts

Freetext requests based on supplier proposal

Freetext requests based on PO/invoice history

"Pure" freetext requests



Change management

- Has to answer 1 question of the requestor: **how MY life will be better** with the new tool?
- Find out what is **important for requestors** / what hurts most
 - Time savings — give examples (from 2 days to 3 hours)
 - Faster receiving what is needed
 - No training required
 - Rules and status transparency
 - Ease of use
 - Independence from procurement 😊

Take the user along on your journey

- **From day 1**
- **Prototyping** during blueprinting workshops
- Become a requestor yourself – or sit next to the requestor
- Make CPO or CFO your **first users?**





AI or not AI? Let's be pragmatic here

1

Only when you are sure about your data quality

2

Start simple: policies bot, user support...

3

Identify scenarios where is hirts most – and automation is not enough/ cannot cope



Universal Search



Offer Prices Verification



Freetext Intake and Orchestration



Compliance and Status Check Chatbot



Smart Sourcing Basket



Supplier Order Confirmation

Get In Touch...



Learn how leading procurement organizations successfully leverage technology to get transformative results.



beNeering

Download our use case and case study compilation

