

# THE ROAD TO THE ProcureTech CUP

EPISODE 26-21

THE  
PURE PROCUREMENT  
NEWSLETTER

# beNeering

Change Management Strategies 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 13                | Feb 20                      | Feb 27            | Mar 06            | Mar 13              | Mar 20              | Mar 27            | Apr 03            | Apr 10              | Apr 17                |
|----------------|-----------------------|-----------------------|--------------|-----------------------|-----------------------------|-------------------|-------------------|---------------------|---------------------|-------------------|-------------------|---------------------|-----------------------|
|                |                       |                       |              |                       |                             |                   |                   |                     |                     |                   |                   |                     |                       |
| Sourcing       | S2P Suites / E2E      | Intake & Orch.        | SRM          | SRM                   | Spend Analytics / Cat. Mgmt | Sourcing          | Sourcing          | S2P Suites / E2E    | Intake & Orch.      | SRM               | SRM               | Specialized         | Specialized           |
| Process Design | Deployment Strategies | Deployment Strategies | Data Quality | Deployment Strategies | Change & Governance         | Change Management | Governance Models | Change & Governance | Change & Governance | Governance Models | Change Management | Change & Governance | Deployment Strategies |

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 22-24<sup>th</sup> 2026**

9am - 12:30pm Daily



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

WHERE IS PROCURETECH GOING?

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



**100% VIRTUAL  
CONFERENCE**

Co-Hosted by:

**THE  
PURE PROCUREMENT  
NEWSLETTER**



**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

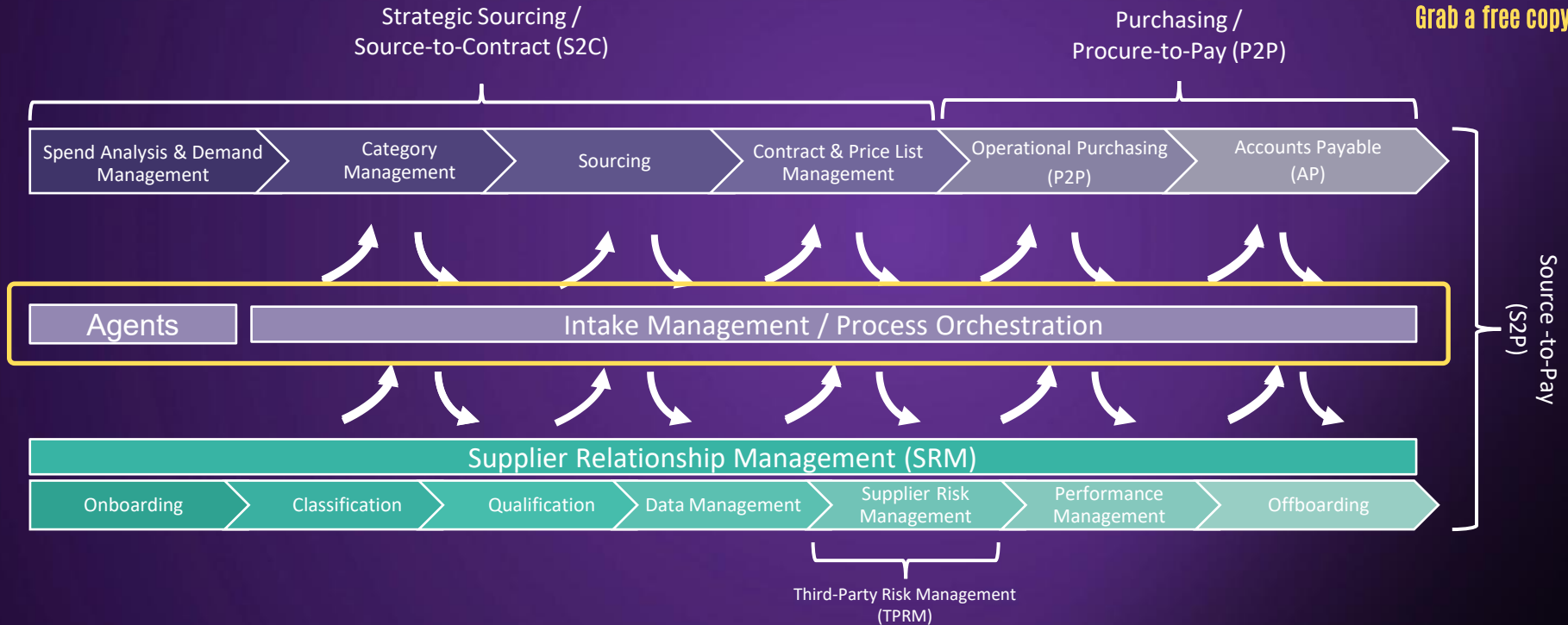
- What Is a E2E Procurement platform?
- Change Management for E2E Platforms
  - **Focus on the End User Journey**
  - **Data architecture as an OCM tool**
  - **Knowing what should happen in every scenario**
- Wrap Up

# 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

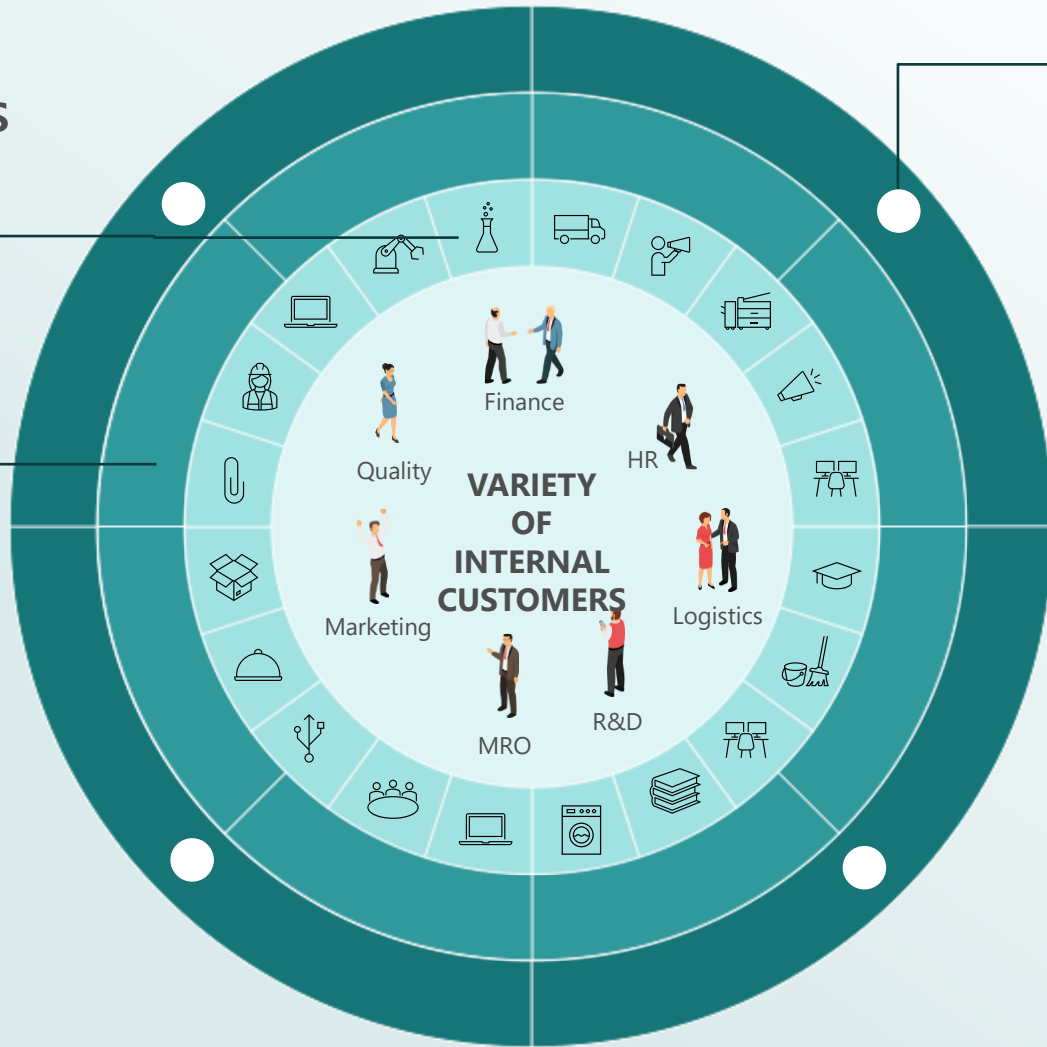
Framework  
agreements

Preferred suppliers

Quotations

Complex services

Freetext 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



# BeNeering Dynamic Guided Buying helps to embrace all of those challenges with one standard solution

The screenshot displays a user interface for a shop. On the left is a vertical navigation menu with icons for Shop, Purchasing, Sourcing, and Settings. The main content area features a search bar and a grid of ten product category cards. Each card includes an icon, a category name, and the number of items available.

| Category  | Items  |
|---|--------|
| Automotive technology                               | 546122 |
| Information, communication and media technology     | 254302 |
| Packing materials                                   | 100023 |
| Tools   | 99231  |
| Office products, facilities and technics, papeterie | 74252  |
| Marketing   | 23142  |
| Home economics, Home technology                     | 10432  |
| Organic Chemicals                                   | 5432   |
| Construction technology                             | 3245   |
| Electronics   | 2319   |



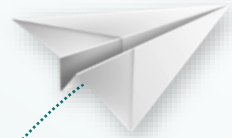
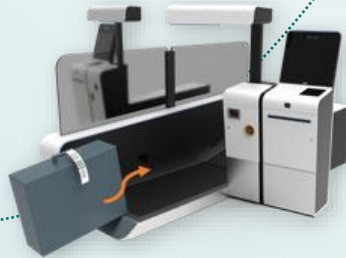
# We put the requestor in focus...

Time savings

Intuitive guidance

Efficiency

Satisfaction





# ... with significant effects for Procurement

Up to  
90% of  
"no touch"  
PRs



Optimal  
TCO

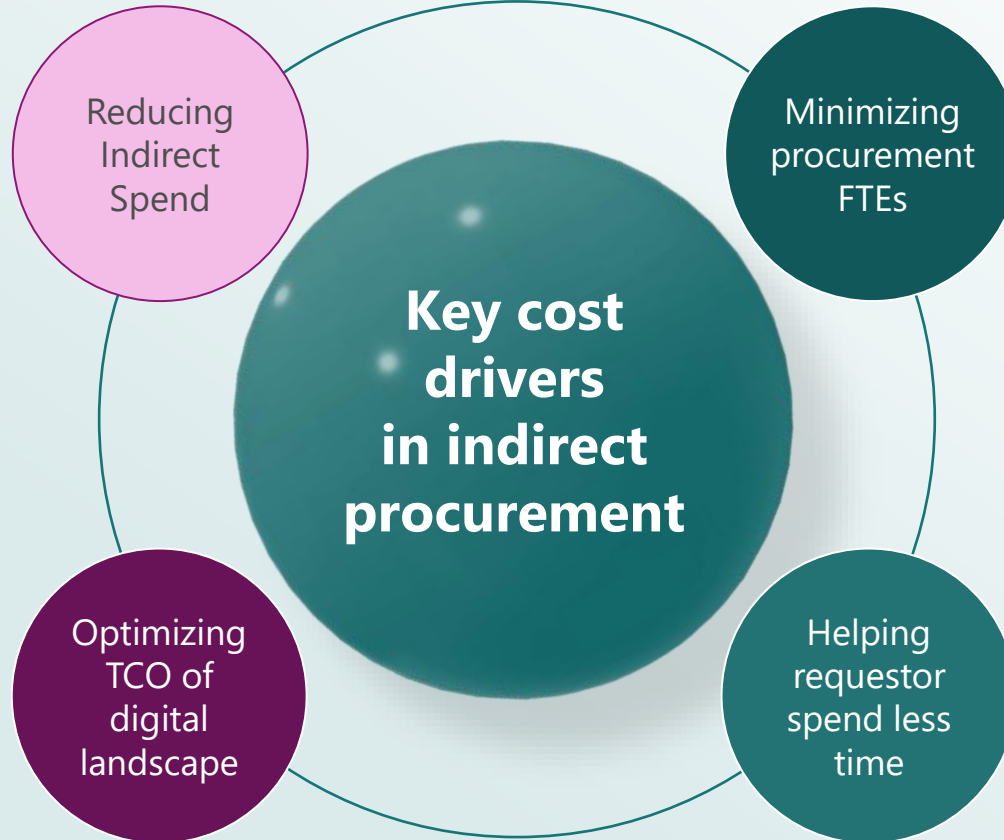


Full  
compliance  
with rules and  
regulations



# **Change Management for Intake & Orchestration Solutions**

# Change management – The WHY





# 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?**

Requester User Experience:  
The key to most value drivers for  
Intake & Orchestration projects

↳ Great, contextual design reduces the need for change management



## 1) Focus on the End User Journey

# Design for the lowest common denominator... “Eternal Beginners”

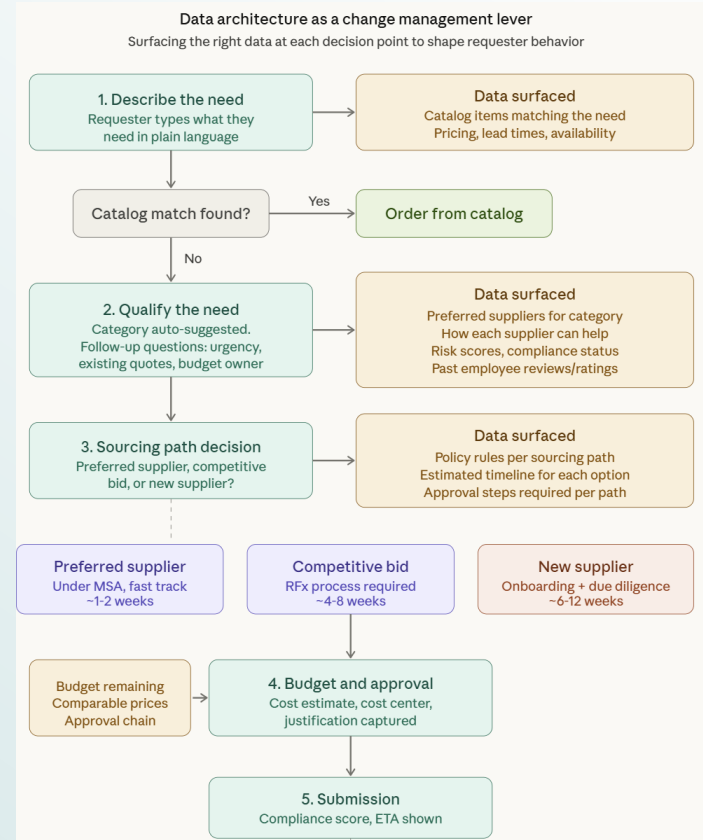
- Case Study: From chatbots back to structured forms
- Taking “Meeting people where they work” to the next level...  
Not just conversational interfaces but whatever they prefer!



## 2) Deliver Relevant Data to Requesters

# Data architecture as a change management tool

How are you putting high quality data in front of requesters when they need it to increase adoption?





### 3) Pre-defined sourcing / purchasing channels

## What should happen in every scenario?

If you don't know... How will you provide an excellent user experience?

Use a "catch all" process for exceptions



# Example

| Spend Category                           | Sourcing Channel                             | Purchasing Channel                                   | Priority  | Notes  |
|--|--|--|-----------|--|
| Cleaning supplies                        | Preferred supplier onboarded to marketplace  | Catalog items  | Main      | Default path. Catalog covers 90%+ of routine needs. Requester searches by keyword, selects item, auto-routes to PO.  |
| Cleaning supplies                        | Preferred supplier under MSA                 | Free-text with item description, part number, or URL | Fallback  | <b>REDUCE/ELIMINATE.</b> Only when item is genuinely not in catalog. Every free-text order triggers a review: should this item be added to the catalog?                  |
| MRO / spare parts (Planned)              | Competitive RFQ (3-bids and a buy)           | MRP-based material master purchase order             | Main      | Parts sourced via RFQ and set up in material master with reorder points. MRP triggers POs automatically based on consumption. Removes manual ordering from the equation. |
| MRO / spare parts (Unplanned / Spot Buy) | Preferred suppliers onboarded to marketplace | Catalog items  | Secondary | Catalog for unplanned Spot-Buys  |
| MRO / spare parts (Unplanned / Spot Buy) | Spot buy (new supplier)                      | Free-text with justification/quote                   | Fallback  | <b>REDUCE/ELIMINATE.</b> Emergency spot buys tracked separately. Recurring spot buys trigger category review to add Marketplace coverage.                                |

# Get In Touch...



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



Download our use case and case study compilation

