

THE ROAD TO THE ProcureTech CUP

EPISODE 26-05

THE
PURE PROCUREMENT
NEWSLETTER

be~~ne~~eering



How to Create a Business Case 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
	Keelvar >								Keelvar >		Holiday Break		
eAuctions	Sourcing	Sourcing	S2P Suites / E2E	Intake & Orch.	SRM	SRM	Other / Niche	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
							Keelvar >						
Sourcing	S2P Suites / E2E	Intake & Orch.	SRM	SRM	Other / Niche	Spend Analytics / Cat. Mgmt	Sourcing	Sourcing	S2P Suites / E2E	Intake & Orch.	SRM	SRM	Other / Niche
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 2026

ProcureTech Cup Finals
VIRTUAL CONFERENCE

Demos, keynotes, workshops and more!

Agenda

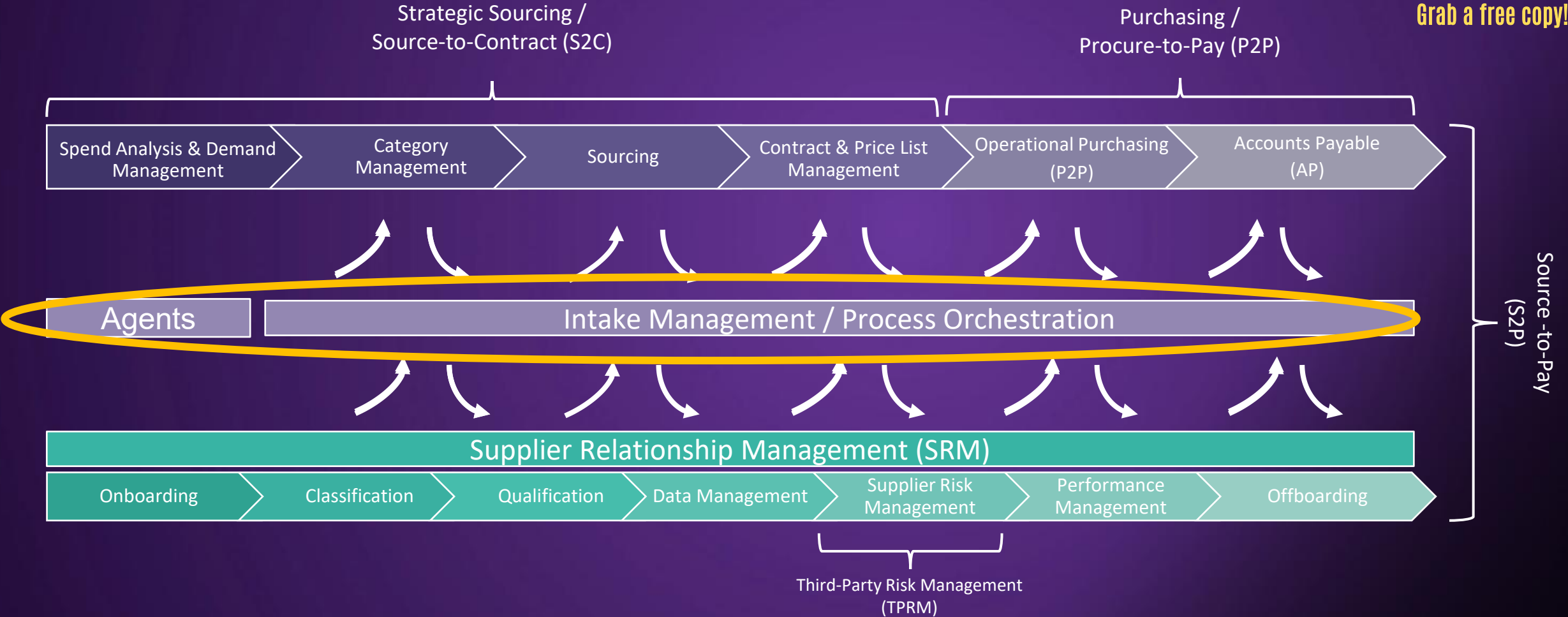
- What is an Intake & Orchestration Platform?
- “Solution Category Champ” Intro
- How Do You **Build the Business Case** for a I&O?
 - **The 5 Level Business Case Framework**
 - **Case Studies to illustrate**
- Wrap Up

What Is an S2P Suite / E2E Platform?

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



Grab a free copy!



Intake & Orchestration in procurement refers to the end-to-end process of capturing, routing, and **managing procurement requests** across an organization's people, processes and systems.

Our company

2007

foundation year

40+

customers in 85 countries

65+

SAP senior experts
and young AI talents

350 000+

users in large enterprises,
SMEs and public sector

28%+

Y2Y revenue growth
over last 5 years

Solution development
in co-innovation with customers

BASF
We create chemistry



OGE



CURRENTA

SICK
Sensor Intelligence.

Uhlmann
UHLMANN GROUP

RWTH AACHEN
UNIVERSITY



WACKER

infraserv
höchst

KOLBENSCHMIDT
PISTONS

kemira

MANN+
HUMMEL

Beiersdorf

RHEINMETALL

Requirements in indirect goods and services

Buying channels

Catalogs

Marketplaces

Own stock

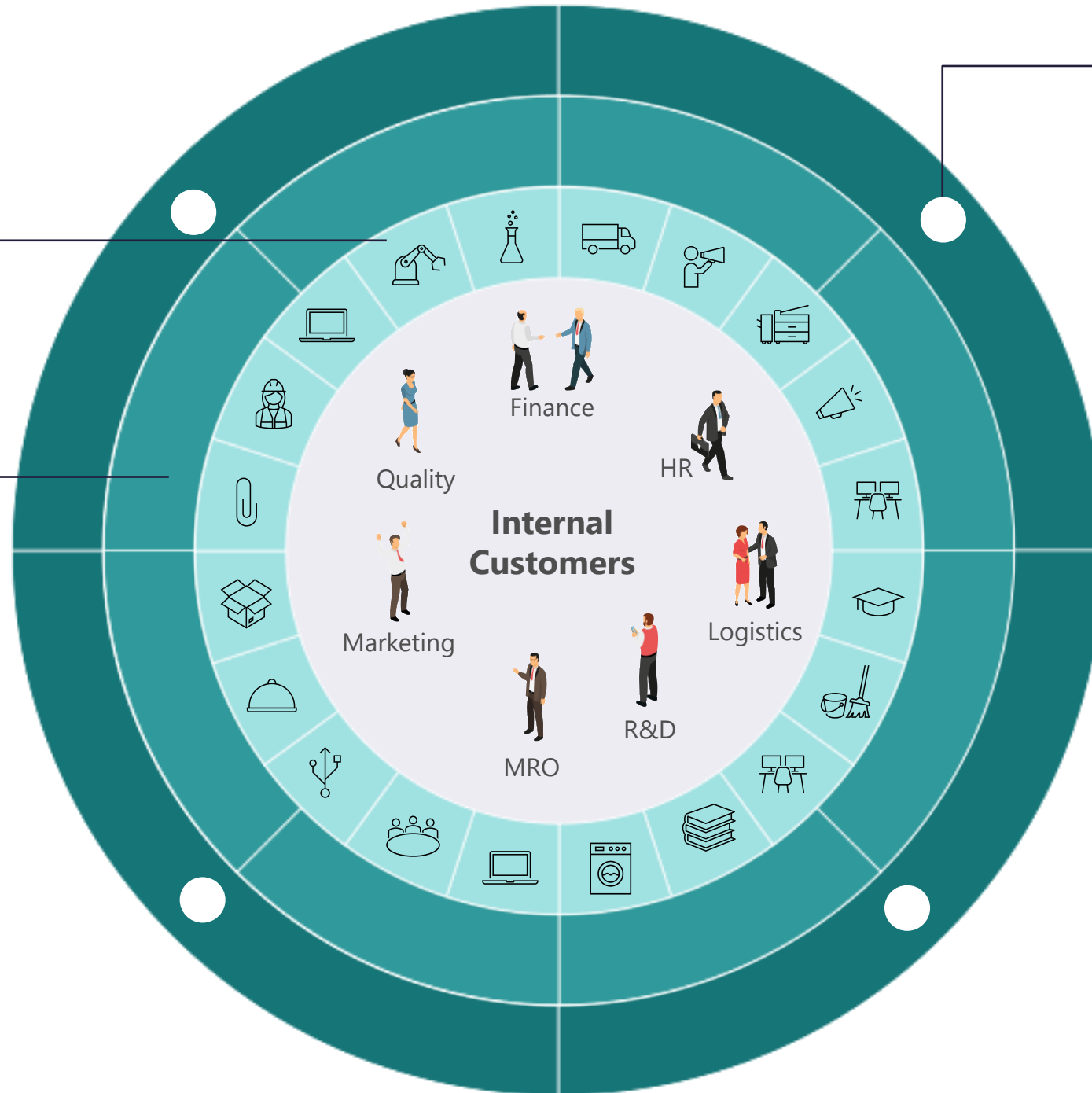
Framework agreements

Preferred suppliers

Quotations

Complex services

Freetext requests



Purchasing Policies

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



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

BeNeering puts requestor in focus...





Purchasing



Sourcing



Settings



Welcome to your Shop

Quickly find and order products or services through browsing, search, and filters

Search



Automotive technology

Items: 546122



Information,
communication and
media technology

Items: 254302



Packing materials

Items: 100023



Tools

Items: 99231



Office products,
facilities and technics,
papeterie

Items: 74252



Marketing

Items: 23142



Home economics, Home
technology

Items: 10432



Organic Chemicals

Items: 5432



Construction technology

Items: 3245



Electronics

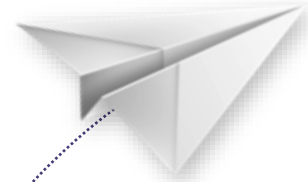
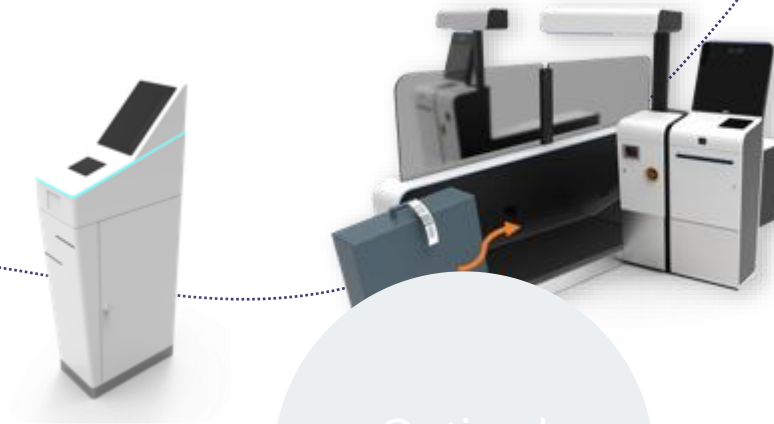
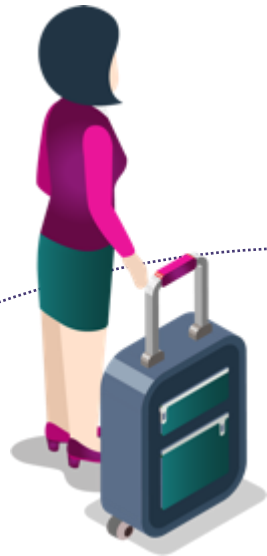
Items: 2319

... with significant effects for Procurement and IT

Up to
90% of "no
touch" PRs

Full
compliance
with rules and
regulations

Optimal
TCO

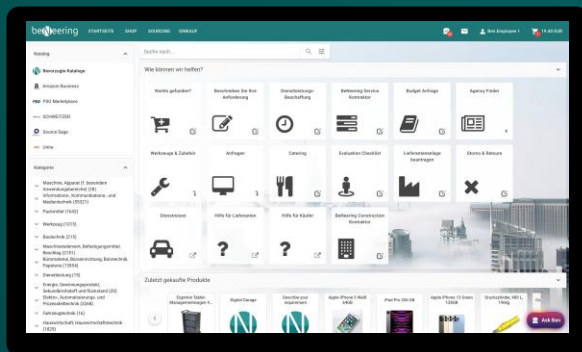


Dynamic Guided Buying+ real-time data exchange with SAP ERP

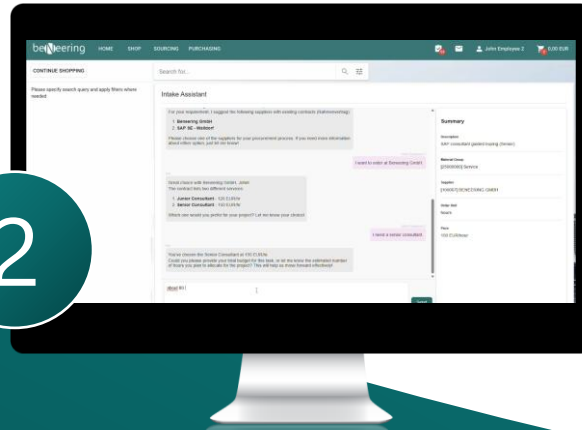
1

AI-based Universal Search across all structured channels

- Supplier and buyer catalogs, marketplaces and punchouts
- Catalog-like service ordering from operational contracts
- Catalog-like reservations from own stock



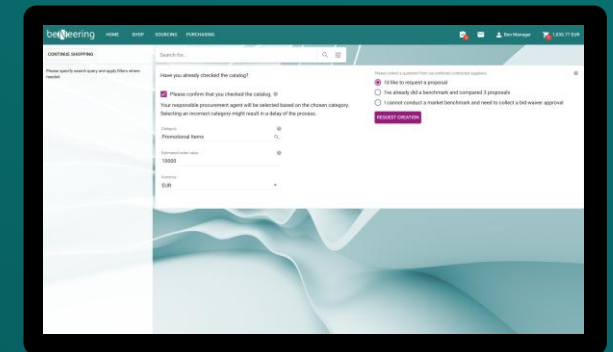
2



AI Intake Assistant for "fuzzy" requests – leveraging customer's PO and invoice history

3

Dynamic Forms or ChatBot with AI data support for real freetext requests



See Public BeNeering Demos

Universal Search
Engine for
Structured Buying
Channels



AI Smart
Sourcing



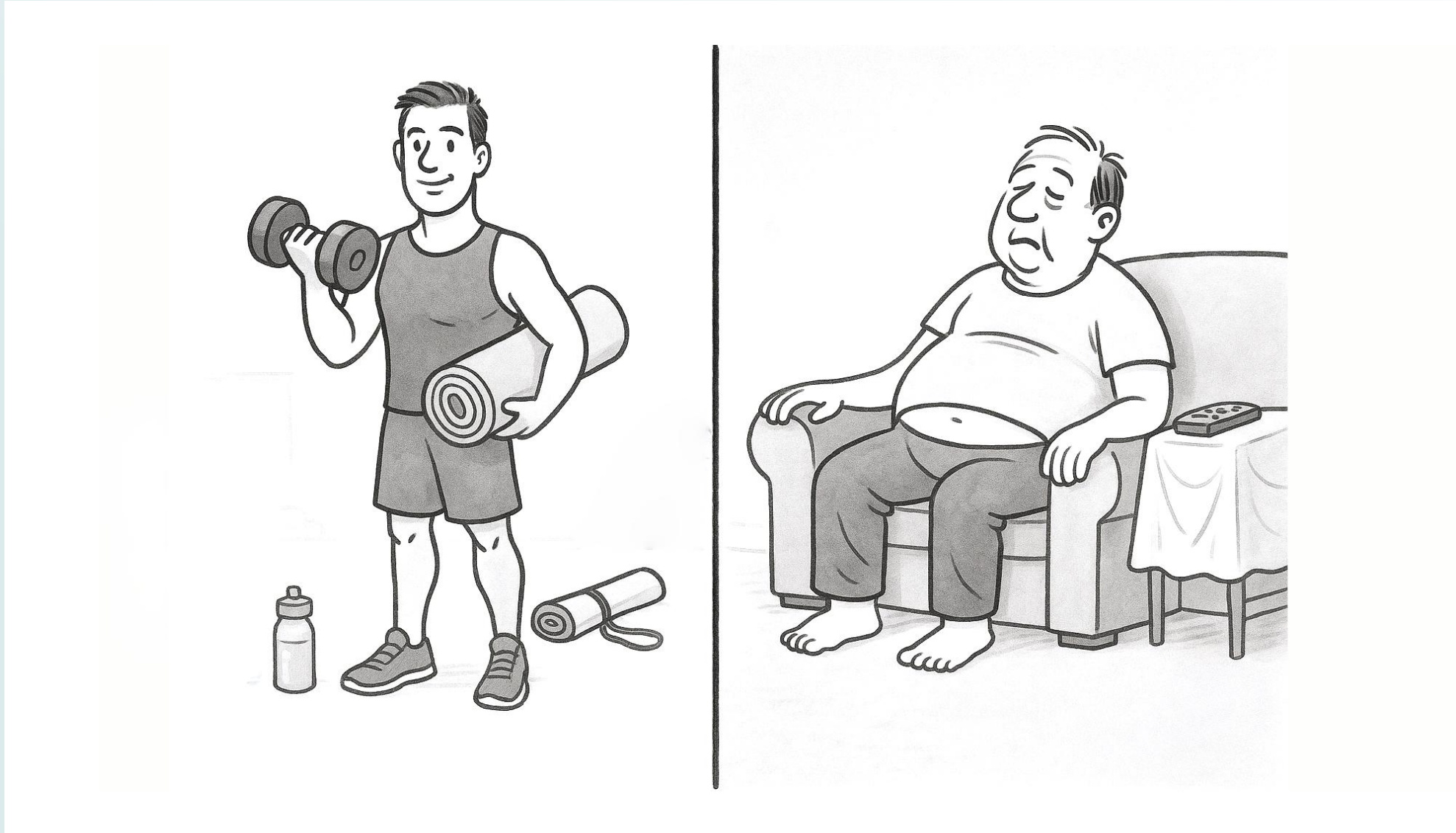
Free Text Intake
& Orchestration



How Do You Build the Business Case for I&O?



What is your business case?





BeNeering “Business Case+” Framework: **who is who?**

L1

ROI

- \$\$\$
- Compliance
- Happiness

L2

Value drivers

- Diminish requisition creation time
- Save freetext processing time
- Optimise total spend

L3

Value levers

- Improve quality of freetext requests
- Leverage standard buying channels
- Automate compliance checks

YOUR TYPICAL STARTING POINTS



BeNeering “Business Case+” Framework: and how?

L1

ROI

- \$\$\$
- Compliance
- Happiness

L2

Value drivers

- Diminish requisition creation time
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L3

Value levers

- Improve quality of freetext requests
- Leverage standard buying channels
- Automate compliance checks

L4

Functional enablers

- One entry point for ALL requests no matter how complex
- Universal search across all buying channels – from catalogs to operational contracts to marketplaces to stock
- Fast and easy creation of freetexts + data suggestions from SAP

L5

Architectural contributors

- Real time data/ documents exchange with SAP ERP
- BeNeering Dynamic Forms technology
- BeNeering AI stack



Chemicals multinational



L1

Requestor time savings — **1.3 M Euro p.a.**
FTE optimization in procurement — **X M Euro**
Spend decrease — **2.7 M Euro p.a.**

L2

- **X FTEs in procurement** re-directed towards stakeholder and supplier mgt
- **27% less time spent** on item search/ request creation

L3

- 80% of requests not touched by procurement
- "Freetext" requests ending up in standard channels

L4

- Universal search across all standard channel
- Purchasing policies embedded
- AI Assistant for freetext enrichment with SAP data
- Instant price comparisons
- Requestor-driven quotation requests

L5

- Any buying channels can be enabled in standard
- Dynamic forms for policies automation
- AI Engine for data enrichment
- Automation of compliance checks
- Intuitive guiding interface



Biotechnology pioneer



L1

Procurement FTE savings - **24% per FTE**
Requestor time savings – **X hours p.a.**
Spend optimization – **4% of total**

L2

- **±20% decrease** of freetext requests
- Freetext processing time reduced by **more than 2.5 days** (from 3 days to 3-4 hours)

L3

- Less freetext processing/ rework
- Drastic freetext quality improvement
- Less time spent on approvals

L4

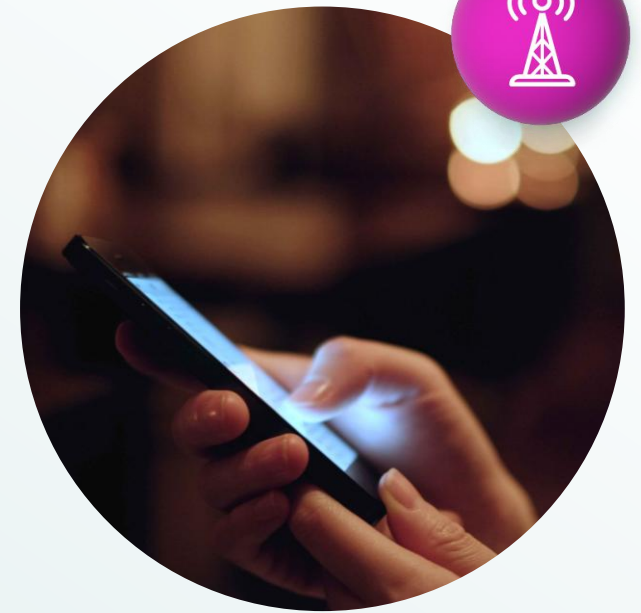
- One search field: Universal search and AI Assistant guiding users to standard items/services/ contracts/ preferred suppliers
- AI Engine helps enriching “real” freetext requests with data from SAP ERP
- Requests from standard channels under 150Eur approved automatically

L5

- All channels in one standard solution
- Procurement policy steps and logic defined/automated per channel
- AI Engine with real time access to ERP
- PO history data helping enrich the requests
- Real time checks against SAP ERP for spend compliance
- Reuse of SAP approval logic



Leading telecom



L1

Estimated savings of **over 1.1 M euro per year + 5-7 FTEs**

L2

Reduced costs in licenses, integration, development and operations

L3

- x legacy business solutions discontinued
- Middleware removed
- HC optimized

L4

- 100% data and process integrity between BeNeering and SAP
- Simplified UI with intuitive navigation
- Tangible innovations (AI chatbots, etc.)
- Responsive design

L5

- Real-time data exchange between BeNeering and SAP
- Re-use of the ERP data and purchasing rules/ logic, including user assignments and roles
- Leveraging existing SAP skills for further solution enhancements

Recap

The “Convergence” is underway...

- S2P Suites are deploying Intake & Orchestration
- Intake & Orchestration is deploying S2P modules/functionality

Define the problem, not the tool.

- Given the “convergence” is underway, you need to be clear on your problem
- Seek partners that will help you solve them

Decompose the business case

- To remember what is important **AND**
- To communicate effectively

Get In Touch...



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



Download our use case and case study compilation

