



## CASE STUDY

### TECHNICOLOR AT A GLANCE

- World leader in creative technologies for the media industry
- 3.3 billion Dollars in revenue by 2020
- More than 17,000 employees
- Founded in 1883

### CHALLENGES & ASPIRATIONS

- Support the procurement organization's scalability with a best-of-breed and flexible solution to upgrade S2C tools
- Replacement of the initial Performance and Savings Tracking tool
- Improve reporting capabilities and visibility into Procurement action plans
- Enhance user experience to ensure quick and sustainable adoption
- Strengthen collaboration and transparency with internal customers

### PER ANGUSTA BENEFITS

- Deployment in less than 4 weeks without the need for a full time resource to lead the project internally
- A digital Procurement backbone that allows Technicolor to build their own digital roadmap
- A seamless way to report and track savings
- Per Angusta enables not only performance reporting but also reporting on project management activity

“*The PPM Solution, Per Angusta, is the backbone of our digital roadmap. Through its reporting, collaboration and visibility capabilities, Per Angusta is the perfect solution for Technicolor Purchasing Department.*”

**Cédric Le Savéant**, VP Group Sourcing & Procurement at Technicolor



Technicolor SA is a global company specializing in the design and manufacture of digital video and imaging systems for media professionals. They provide products for film producers and television channels, as well as network operators and other content distributors.

## TECHNICOLOR SELECTS PER ANGUSTA TO DRIVE BUSINESS, INCREASE TRANSPARENCY AND COLLABORATION IN PROCUREMENT

The group is **on track to achieve the \$130 million cost savings planned for 2021**, with \$47 million in cost savings realized in the first half. The organization is also set to deliver a cumulative \$369 million by the end of 2022.

### → FROM FULL SUITE TO AN EVOLVING DIGITAL STRATEGY

For many years, **digitalization has been one of the major levers at Technicolor that contributes to the operational excellence of the group**. The procurement department has a long history of using purchasing tools, including the deployment of large traditional suites over the last ten years among other dedicated solutions.

The digital landscape is facing a real revolution, with new players shaking up market sectors. With so many more options available for modern procurement teams, **Technicolor recently decided to rethink the foundations of its digital strategy**, particularly with regard to Source To Contract (S2C).

Full suites occasionally show their limitations, especially with regards to modules that are sometimes insufficient in terms of performance and user experience. For these reasons, **Cédric Le Savéant adopted a best-of-breed approach to upgrade their S2C tools**.

«*Today, the need for continuity and homogeneity is confirmed for the P2P process, but not for S2C. For sourcing purposes, rather than being constrained to a single, rigid process, purchasing teams need the flexibility to use tools according to their needs and the evolution of the procurement organization.*»



**Cédric Le Savéant**, VP Group Sourcing & Procurement at Technicolor

## → MANAGING PROCUREMENT ACTIVITIES AS BACKBONE OF TECHNICALOR'S DIGITAL STRATEGY

« For Technicolor Group, the key dimension of Strategic Sourcing is now Project management. The second major axis of our digital strategy is user experience - which is fundamental to guarantee adoption and ensure scalability. »

says **Cédric Le Savéant**.

According to this VP Group Sourcing & Procurement, functional depth is no longer the main criteria to select solutions. He adds that the ability to integrate tools and the accessibility of data are core in Technicolor's digital strategy.

« In this "best of breed" approach, Per Angusta's Purchasing Performance Management (PPM) solution naturally appeared fundamental. It is the "backbone" that will guarantee both flexibility and scalability we are looking for in the purchasing tools that support us. » confides **Cédric Le Savéant**.

Beyond the possible integration with other tools, the purpose of the **Procurement Performance Management (PPM) platform at Technicolor is also, as a spinal column, to feed the brain, being the management and general management.**

Today, the Solution's objectives are to allow purchasing to access all information, to engage with all internal customers, and also to consolidate essential data, synthesize it and then present it to decision-makers. It is through its reporting, collaboration and visibility capabilities on Procurement Performance that Per Angusta has become THE reference solution for today and tomorrow.

## → FITTING THE NEEDS OF PROCUREMENT PROS

After a **quick 4 weeks project phase**, the Per Angusta Platform first replaced the initial tool for pipeline management and savings tracking.

« It is first time a digital tool kept its promise on a quick deployment, which is very rare. »

confirms **Cédric Le Savéant**.

6 months later the buying team is deploying additional modules, such as Contracts and keeps exploring advanced features (Dashboards and Smartgates) provided by the tool to reinforce continuous improvement.



**Cédric Le Savéant**, VP Group Sourcing & Procurement at Technicolor

« Deployment was easy and fast. The procurement background of Per Angusta's staff, in particular the project manager was essential and made all the difference on this project. »

As a solution **"made by buyers for buyers"**, Per Angusta focused on the expectations of Technicolor's buyers, making sure that they spoke the same language, facilitating the connection with users, and finally being proactive with continuous suggestion throughout the project.

« Today Per Angusta is used by all buyers to track their projects and their saving performance - and is replacing the entire excel files. »

confirms **Cédric Le Savéant**.



**Creating a seamless way to report and track savings**



**Real time monitoring of project activities to ensure the team complies with best practices to deliver on time**



**Developing a global view of procurement performance connected to business priorities**



**Getting results certified with stakeholders validation proof to enable future monitoring and reporting activities**

« Compared to other projects, this was done very naturally and simply. The quality of every interaction and ease communication, in addition to real procurement expertise from the Per Angusta team allowed us all to save time and energy and to create trust. » concludes **Cédric Le Savéant**.