

OPTIMIZING AND DIGITALIZING DIRECT SPEND COLLABORATION AT VELUX

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for the Ariba implementation

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IT part of the Ariba implementation.

VE + LUX

VELUX

BRING / LIGHT TO LIFE

VELUX®

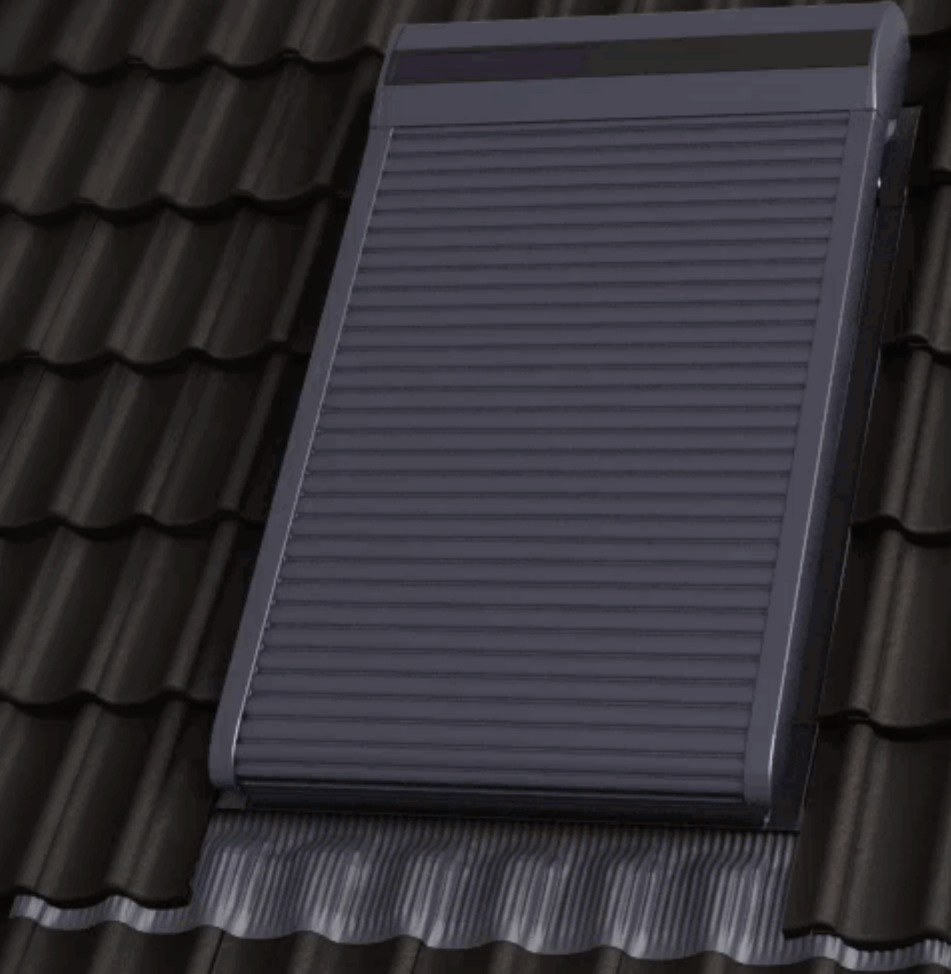
What we make

BRING / LIGHT TO LIFE

VELUX®

What our customers buy

The VELUX Product System



CULTIVATE A SIMPLE IDEA

VELUX®

Company facts

The VELUX Group is owned by VKR Holding A/S, a limited company wholly owned by VILLUM FONDEN and the Kann Rasmussen family.

The VELUX Group's financial results are incorporated into VKR Holding's consolidated accounts.

40

countries with sales companies

27

production sites in 10 countries

11,500

employees globally

2019 numbers (EUR)

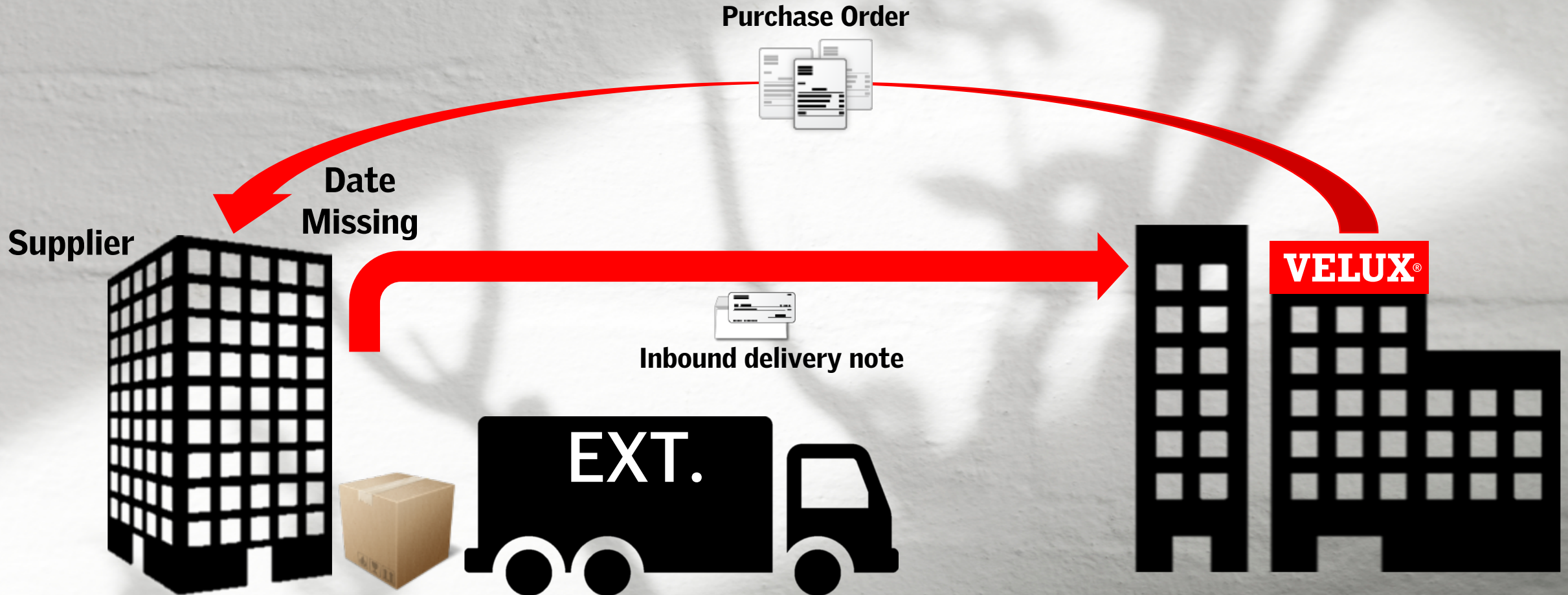
2.9bn

VKR Holding revenue

410m

VKR Holding net profit

REASONS FOR OPTIMIZING THE COLLABORATION



SUPPLIER ONBOARDING

Focus points

- Level of IT at suppliers
- Adjusted approach to meet suppliers at every level
- Light account vs Full account



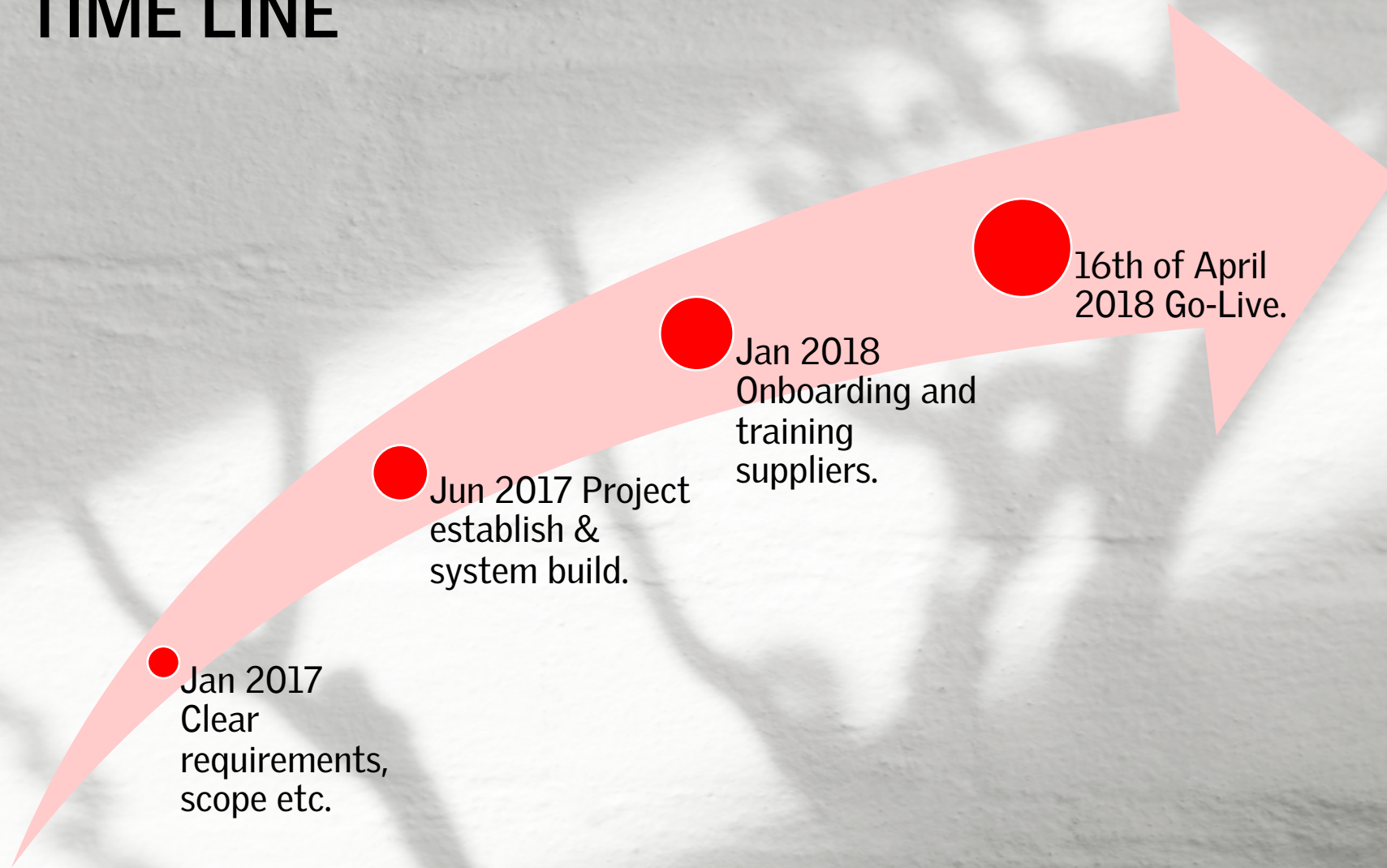
Important enhancement

What you got yesterday – you will get tomorrow

Enhanced Ariba to continue sending the same Purchase order PDF to suppliers.

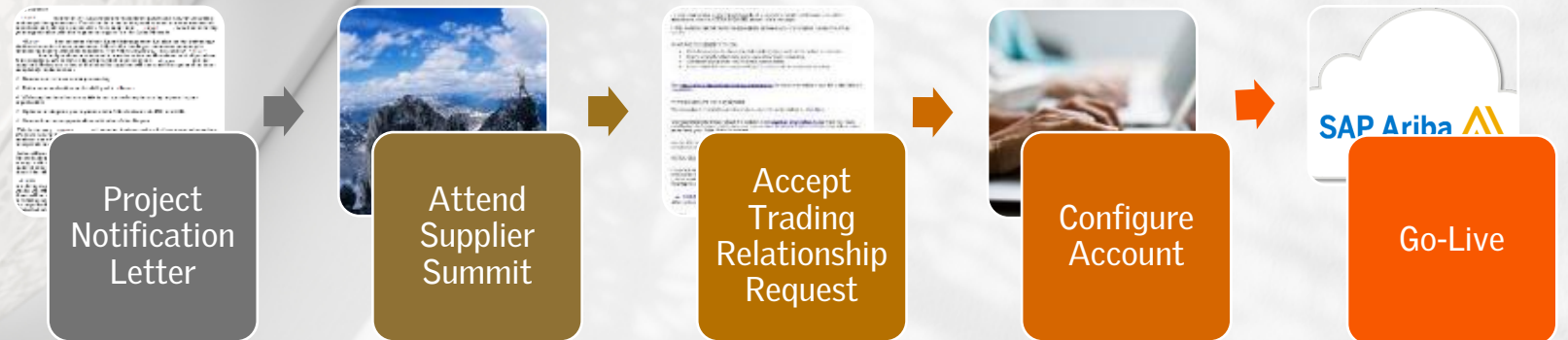
This saved us of 13 different requirements and eased the implementation a lot.

PROJECT TIME LINE



STATUS OF THE PROJECT

- ▶ Implementation has been really successful with surprisingly few issues
- ▶ 255 vendors are now transacting with VELUX via Ariba Network
- ▶ >40.000 order lines monthly
 - ▶ >70% are now confirmed automatically through Ariba
- ▶ Through a **total of 7** onboarding waves



EFFECT

- ▶ **Time saving** for Procurements schedulers/Call Offs
- ▶ More facts for Purchasing – **great before negotiations**
- ▶ More Data – More Information – More Knowledge
- ▶ Procurement schedulers – **reducing risk for re-plannings**
- ▶ Change of daily work from **Reactive to Proactive**



FEEDBACK FROM VENDORS

- ▶ Systems are **very intuitive** – Full account instead of Light account
- ▶ Onboarding process is easy – However **only available in English**
- ▶ Out of >208 vendors only 5 have declined to use Ariba
- ▶ **10 vendors** has asked for **Ariba instead of EDI**



WRAP UP



Bringing light to life™

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