



Microsoft AZURE Solution Summit

Modern PROCUREMENT @ Microsoft

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Munich – Sept 28, 2023



Introduction - My personal

>35
years
Procurement
experience

3
Intl. Enterprises

E. Merck KGaA
NEC Nippon GmbH
Microsoft GmbH

Western
Europe


GERMANY and
regional projects

Senior
Engagement
Manager
for strategic
procurement


Germany

FY 23 = Mio U\$ 192
total spend



FY 23 = Mio U\$ 36
procurement spend







PROUREMENT LEADERS
**WORLD
PROCUREMENT
AWARDS 18**



Peter Stock
PROCUREMENT isn't about savings only. It's far more!
PROCUREMENT is about business relevance, understanding a strategic approach in all categories. Boosting the company success with empathy. It's people business!

 Microsoft
 Technische Universität Darmstadt

 Microsoft
26 Jahre 3 Monate

- Senior Procurement Engagement Manager Germany -Austria -Switzerland**
2016–Heute · 7 Jahre 3 Monate

- Senior Procurement Business Partner Germany-Austria-Switzerland**
2009–Heute · 14 Jahre 3 Monate
Munich
Strategic and tactical Procurement Consultant as a binding link between in- and out-sourced Procurement support functions and Leadership teams in local organisations. Focu ... mehr anzeigen
 Coaching right skills
- Area Procurement Manager D-A-CH**
1997–2009 · 12 Jahre
Unterschleißheim bei München
 Negotiating for strategic break-through

About Microsoft Procurement



People

Employees

220+
30+ locations

Internal customers

115,000+ per month
100+ locations

Scope

Suppliers

25,000+ managed
140+ strategic accounts

Spend

\$70+ billion
470,000 POs per year

Central Finance

Resource planning and allocation
Strategic lever for economic, societal impact

Priorities

Supplier 360 enterprise value

Partnership, perspective, ROI

Deal excellence

Source, contract, category insights

For the world

Societal impact, risk mgmt. and compliance,
user experience

Business enablement

Spend mgmt., supply base strategy,
compliance

Modernize source-to-pay

Technology, operations, transformation
Measures: reduce risk, ROI, UX, 360

People

Career, Manager Excellence, Culture

Measures

Societal impact | Supplier compliance | Preferred supplier concentration

Economic value & working capital | Operations health | Employee health

Microsoft Procurement

Our mission:

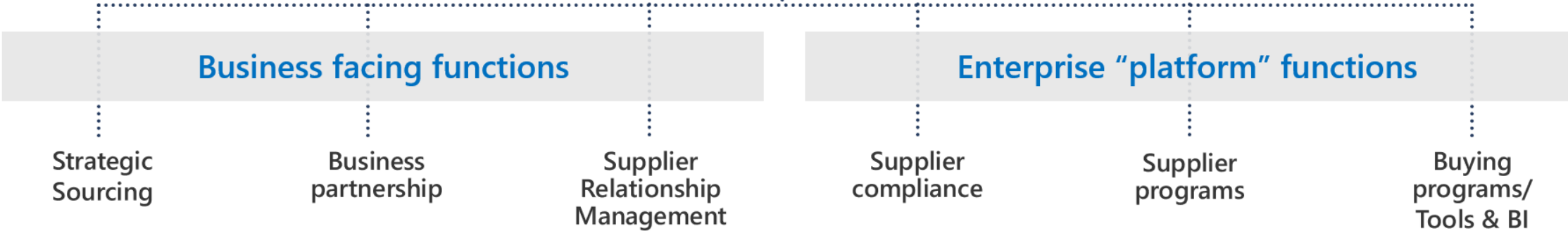
To deliver Microsoft value and stewardship through proactive, innovative, compliant, and cost-effective global solutions.

Chief Executive Officer
Executive VP & CFO Finance
Corporate VP Finance & CFO CFT

Procurement resides within Finance

Procurement is organized by function

GM, Procurement



What we measure

Corporate Social Responsibility

Sustainability, Diversity, Accessibility



Savings (hard & soft)



Standard payment terms



Preferred provider/ supplier concentration



Operations/program health



Supplier compliance

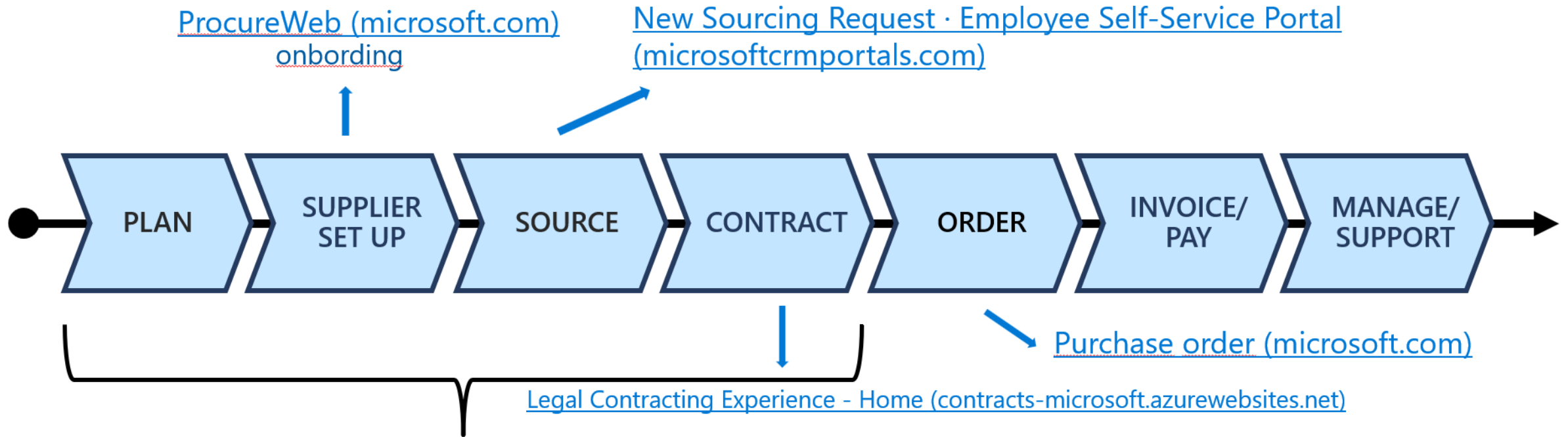


Employee/people health



How does P2P work at Microsoft?

The procure to pay process is owned by different teams across Microsoft Finance.
V-team / Cross group forums to enable end to end focus.



Procurement Engagement Manager
to consult and support business stakeholders

Microsoft - "PROCUREWEB" – global central entry

Welcome to ProcureWeb



A central location for buyers and operators to find the services, support, and data they need to make purchasing decisions at Microsoft

Personalized dashboard

Alerts and announcements
Track POs and requests
Manage supplier setups
Customizable view

Set up new suppliers

Guided experience helps us
set up suppliers the right way

Find suppliers

Search for suppliers and filter
by geography, capabilities,
skills, or user ratings

ProcureWeb

Home Find and buy Receive, pay, expense Learn Quick links What's ProcureWeb?

All Search supplier, capability, PO etc.

Suppliers POs Software Invoices Product Catalog Contracts

Get answers to your buy and pay questions
Join one of our regional procure-to-pay process training sessions to learn more!
Add it to your calendar →

My software requests (0) View All
No records found.
New Request

My Purchase Orders (0)
No records found.

Digital Assistant - Web - Microsoft Edge
https://da.microsoft.com/?ref=navhttps://procureweb.mic...
Digital Assistant
I'm your Digital Assistant and here to answer your questions.
Here are some things I can help you with.
• Apply for a corporate card
• Find out if my supplier is SBA compliant
• Buy third-party software
• Check my expense status.
New messages
Type your message...
I need help!

Centralized support

Self-serve help panel
Guided tours
Launch a digital assistant
Open a support ticket

Browse catalogs

Find and buy hardware
Request software
Browse Mktg categories

Links to other portals

Corporate card
Sourcing and procurement
Contractors and freelancers

Welcome to SupplierWeb



A central location for suppliers to manage their information and act on steps required to do business with Microsoft

Personalized dashboard

Alerts and announcements
Access supplier resources
Track POs, invoices, and payments
Customizable view

Manage profile

Manage users and access
Edit profile and payment info
Manage contacts, diversity, compliance status
...and more

Increase visibility

Tell us about your company's capabilities and skills

Centralized support

Self-serve help panel
Take guided tours
Launch digital assistant
Open a support ticket

Manage invoices

View invoices by status
Create an invoice
Export a list

Links to other portals

MS Invoice
Compliance portal

Corporate Social Responsibility

Supplier Code of Conduct (SCoC)

Because Microsoft is committed to promoting a positive work environment, we expect our suppliers and their employees, agents, and subcontractors to adhere to the same standards of conduct and behavior that we expect from our own employees while they are on Microsoft property or doing business with or on behalf of Microsoft.

Our Supplier Code of Conduct requires Microsoft suppliers to fully comply with all applicable laws and regulations associated to the following practices:

- **Legal and regulatory compliance**
- **Business practices and ethics**
- **Human rights and fair labor**
- **Health and safety**
- **Environmental protection and compliance**

Our transformation approach



Predict resource needs

Matching supply and demand



Understand the user

Use data for connected intelligence



Compliance by design

Intelligent processes with built in compliance



Make it easy

Improved, guided, experiences



Office 365 SharePoint



Power Platform



Azure



SQL Server



Dynamics 365

Session Title: Modern Procurement Panel |
Diskussion über Marktplätze, Schatten-IT und die
Zukunft des Softwareeinkaufs



<https://aka.ms/AzSum-S030>