

Andrea Sala Cantarelli

Source to Pay Process Improvement and Change Management Consultant



PROFESSIONAL SUMMARY

Procurement processes process improvement consultant with in-depth experience in change and stakeholder management

Extensive experience in leading systems implementation programs and change management, building sustainable S2P processes, and organizations, whilst obtaining efficiencies, reducing costs and increasing compliance.

Blogger, Speaker and Panelist on Procurement Change Management Topics. Engaged by consulting and Procuretech companies to as a speaker at events.

Remarkable achievements: leading a function to reduce invoice processing costs by 20%, deliver EMEA wide savings of 10 % on Travel costs through ongoing process improvement and new tools deployment and achieved 85% of adoption of credit cards for business travel. Reached 1 million USD savings through systems and processes consolidation during M&A processes.

I can help your organization by providing leadership and advise on S2P/P2P projects and process improvement where my system implementation expertise, my change management skills and my extensive best practices knowledge are required.

FUNCTIONAL SKILLS

- Source to Contract / Procure to Pay
- Change Management
- Process Improvement
- Systems Implementation
- Travel and Expense
- Controls and Compliance
- Healthcare Professional spend
- Project Management
- Cost Reduction

PROFESSIONAL ACHIEVEMENTS

- Procurement as a Service implementation lead for Franke.
- Source to Contract implementation leader for Franke.
- Supplier enablement lead for the new Roche Source-to-Pay platform implementation.
- Designed a new system landscape and led an implementation to implement S2P processes and deploy a new platform across 300 clinics, 8 countries, 2000 + users.
- Built sustainable P2P processes, systems landscape and organization for Procure to Pay for Covidien (currently Medtronic): cut invoice processing costs by 20%. Delivered EMEA wide savings (10%) on Travel Expenses in 1 year. Achieved over \$1 million savings through suppliers and systems consolidations during an M&A process.
- Implementation of innovative solutions to increase efficiency and reduce costs: ahead of other industry players, cooperated with system providers to manage low value purchases through P Cards, launch a new reporting tool to enhance spend visibility and promote compliance, spend management for 3rd party travellers. Process and system deployment recognized by the supplier as industry best practices.
- Redesign of the Medtronic EMEA compliance and healthcare professional interactions: to comply with new regulations (Sunshine Act) established new processes, systems and a central organization to manage Healthcare Professional interactions and detailed Spend Reporting.

WORK HISTORY

FRANKE GROUP



Procurement Projects Manager, Aarburg, Switzerland

July 2022- to date

- **Procurement as a Service Implementation lead.** Led the implementation of a newly established 3rd party service desk to manage tail end spend for Franke. System implementation, data readiness, processes training and communications lead.
- **S4 Hana Procurement Business Lead:** representing and leading Procurement as part of the S4 Hana implementation across Franke globally.
- **Jaggaer Implementation Lead:** leading the roll out of the Jaggaer Source to Contract modules and processes across Franke globally, from supplier onboarding to contract (Supplier Management, Contract Management, Sourcing and Category Management)
- **Category Management support:** supporting Procurement Category Manager on Corporate services (Travel and Marketing services)

INDEPENDENT P2P/S2P Consultant

2018 -Jun 2022

Leading Source and Procure to Pay Transformation Projects. Focusing on driving process efficiencies and systems implementation, change management and onboarding relevant content. Supporting organisations on their procurement digitalisation journey. Deploy know how and best practices whilst respecting the companies' values and culture.

F. Hoffmann – La Roche AG (Roche) – MyBuy Global Supplier Enablement Lead



- **Governance. Deployment and Change Management:** As part of the whole new global deployment of a new global S2P platform, implement the right strategy and ongoing governance to onboard suppliers efficiently and effectively. Project tracking. Contract renegotiation and management of internal and 3rd party Supplier enablement teams.
- **Design new supplier support model:** strategy, governance and organisation to onboard suppliers efficiently and effectively.

Colosseum Dental Group- Source to Pay (S2P) Project Lead

Deploy an S2P platform and optimized processes to increase spend under management, reduce costs and enhance compliance.



- **Project Management, Process design and change management execution.**
- **Platform selection and implementation. Optimization of new S2P processes and systems** for a 1 billion USD, 600 dental clinics global conglomerate.

FIFA - Travel Solutions Consultant & Project Lead Procure to Pay (P2P)

Process Optimization: Consultant leading the process optimization and implementation of new travel and procurement tools for FIFA. Tool selection (RFP) and implementation.



SWISS International Airlines - Procure to Pay (P2P) Project Lead

Led the **redesign of the P2P processes and systems** for a spend of 200 Mio CHF, 100+ suppliers, team of 10 internal experts.



WINTERHAWK CONSULTING- (Assigned to Carlsberg) - Identity Lifecycle Management Project Lead



MEDTRONIC



Business Process Director Procure to Pay. ZURICH, SWITZERLAND 2011 - 2017

Reporting to the EMEA Leadership team, lead the process improvement for Procure to Pay, including Travel and Expense, Event Management and Healthcare Professional Engagement. Responsible to enable the adoption of new technologies and processes by encouraging leadership alignment, understanding organizational impacts and developing appropriate actions to minimize business disruption.

- **Process improvement:** Delivered sustainable efficiencies across P2P. Cut invoice, purchase orders and expense claims lead time by 50%, improved invoice and purchase order first time pass by 50% in one year and reduced processing costs by 20%. Delivered EMEA wide savings (10%) on Travel and Entertainment (T&E) costs through ongoing process improvement and new tools deployment. Achieved 85% of adoption of credit cards for business travel.
- **Innovative solutions:** Ahead of other industry players, cooperated with technology providers to deliver innovative spend tracking and reporting solutions to increase efficiencies, and customer satisfaction. Recognized by the supplier as industry's best practices.
- **Change Management:** Redesign of the Medtronic EMEA compliance and Healthcare Professional interactions processes and organization to address new industry regulations and trends, through creation of new hubs, moving from a transactional to a risk-based approach.

MONDELEZ INTERNATIONAL



Manager Process and Controls Supply Chain EMEA ZURICH, SWITZERLAND

2008 - 2010

Responsible for compliance and controls for the European Integrated Supply Chain organization.

Monitored and maintained the controls, processes and procedures across the region by implementing risk assessment programs and gap analysis and defining and executing remedial actions. In charge of Global Procurement Policy deployment for EMEA.

Manager Controls & Processes European Business Service Centres, MADRID, SPAIN

2005-2007

Several Finance & Controls Positions of increasing responsibility

1998-2005

EDUCATION

Bachelor in Business Administration & MBA, ESADE, BARCELONA, SPAIN

1994

Exchange Student. Bocconi University, MILAN, ITALY

1994

Project Management- PMP. The Knowledge Academy, ZURICH, SWITZERLAND

2014

SYSTEM SKILLS

- **Source to Pay Solutions:** Basware, SAP, Jaggaer, GEP
- **Travel and Expense:** Concur (recognized by supplier as best practices implementation and process design), Traveldoo, Amadeus
- **Event Management system:** Cvent

LANGUAGES

- Spanish- Native
- English- Fluent (Cambridge Proficiency Certificate)
- Italian- Fluent
- French- Intermediate
- German Intermediate (B1 TELC Certificate)

VOLUNTEERING

ESADE Alumni Zurich Chapter President

2018- to date

As an ESADE alumni, proudly and successfully active in increasing visibility of our business school as well as organizing events to support alumni based in the German speaking part of Switzerland.

Project Manager - CBSM School4Life

2017- 2019