TEAM EXPERIMENT at RHÔNE-POULENC

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TEAM EXPERIMENT

Outline

The company

The role of IS Coordination

IS Procurement objective

Launching of the experiment

Workshop in July ' 98

Next steps

The company

- **Activity: Life sciences & Specialty Chemicals**
- **Sales: FF 90 B**
- **Net Income: FF 5 B**
- **Employees: 68,400**
- **Number of PC's: 42,000**
- **Global presence: 160 countries**
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The role of IS Coordination

- **Coordination of common IS projects: SAP, euro, outsourcing**

- **Development of an intranet for IS networking**

- **Relationship with major IS suppliers (Framework Agreements)**

IS Procurement objective

- **Optimization of IS purchase within the Group through a better relationship between IS and Purchasing**

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Launching of the experiment

Objectives

- Identify & prove a 'good practice' in IT Procurement Teamworking that is attractive to adopt company-wide
- Increase synergies between business units

Assessment

- Need to develop structure and process, not just projects
- Gaps in process and team dynamics experience
- Teambuilding requires face-to-face not just 'e-contact'

Decision

- Kick-off with teambuilding workshop, executive support
- Identify 'quick win' projects to engage others
- Develop simple framework for sustained collaboration

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Workshop in July ' 98

Group CIO as sponsor

IT & Purchasing managers

Day 1

- Introductions
- Brainstorming
- Survey feedback
- Procurement presentations

Day 2

- Procurement presentations, breakouts
- Prioritize issues and projects
- Action plans for quick wins
- Intranet presentations

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Sprite Procurement Symposium, Amsterdam 19 Nov. 98

Next steps

Do global projects with early $$$ benefits

- **Promotion of new leasing agreements**
- **Companywide savings peripherals, eg printers**
- **Analysis of Microsoft Enterprise Agreement**

Start on longer term procurement & process projects

- **Procurement of IT consulting: global benchmarks**
- **Project definition and management**
- **Organisation & communication of "global team"**

Build awareness & buy-in

- **Global Purchasing Council end '98**
- **'Senior Management Champion' presentation**
- **Launch IT & Procurement**

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