

PYXIDA Purchasing and Transformation

**Your strategic partner to transform
procurement into a lever for
performance and innovation**



« In a constantly evolving economic environment, procurement has become much more than a support function. It is a strategic driver of value creation, innovation, and competitiveness.

PYXIDA supports you in turning your procurement into a true competitive advantage. »

Senior Advisor : Catalyst for Transformation



I support organizations in their most ambitious strategic projects, aligning procurement with corporate objectives to create sustainable value.

Strategic and Operational Transformation

Organizational alignment and transformation projects to position procurement at the heart of strategy

Economic Efficiency and Risk Mitigation

Cost optimization programs and proactive supplier risk management

Human Development and AI Innovation

Upskilling plans and integration of AI into business processes to maximize operational efficiency

Key Achievements

CAC 40 Procurement Strategy

Defined and fully implemented the procurement strategy for a major player, ensuring perfect alignment with the company vision

Economic Performance

Led several efficiency plans, the latest generating **€30M in savings** on €700M in spend, demonstrating a direct impact on profitability

Talent Development

Recruited and trained **nearly 50 procurement professionals** (junior and senior) over 5 years, building high-performing, agile teams

Interim Manager: Expert in Critical Situations



Available at short notice to take on your most urgent challenges, I ensure operational continuity and managerial excellence during key moments in your organization.

Interim Procurement Director

Filling a vacant executive position to maintain performance and transformation momentum

Transformational Support

Strengthening a procurement department during intense periods of change and restructuring

IT Crisis Management

Turning around troubled IT projects with proven expertise in supplier relationship management, crisis management and complex negotiation. A proactive dispute management and a balanced supplier relationship transform IT challenges into sustainable operational successes

Over 20 Years of Operational Experience

Leadership and Team Management

Led several procurement departments in demanding environments

Anticipated Innovation

Deeply transformed organizations by anticipating major technological and organizational market trends : paperless, remote work, AI integration

Excellence in IT Project Management

Managed numerous critical IT projects (CRM, Payroll, Insurance contact management, Banking back office) with **zero litigation** thanks to a cooperative approach

Sparring Partner : Your Strategic Commercial Ally



I prepare your leadership and sales teams to excel when facing your customers' procurement departments by decoding their expectations and sharpening your conquest strategies.

Procurement Decoding

Deep understanding of the expectations, codes, and decision-making processes of procurement departments

Winning Pitch

Developing compelling and differentiated sales arguments tailored to professional buyers

Commercial Success

Transforming your commercial approaches into concrete wins against the competition

Proven Results in the Field

1 CAC 40 Tender

Supported an SME (event platform) in winning a strategic tender with a CAC 40 company

20 Framework Contracts Signed

Achieved in 8 months through intensive commercial coaching and realistic simulations

100% Success Rate

Trained sales teams through role-playing with a real procurement director

Product Manager : Architect of Innovative Solutions



Leveraging my field expertise, I contribute to designing IT solutions that precisely meet the needs of procurement departments and ensure their successful deployment

Co-Building Roadmaps

Active participation in developing product roadmaps aligned with real procurement needs

Mastered Implementation

Guaranteed successful implementation through proven experience in managing complex IT projects

Use Cases and Customer Success

Supplier Risk Management

For an SME in regulatory document management: completely redefined the roadmap to become a major player in supplier risk management.

Result : New offering enabling responses to market tenders, opening up new commercial opportunities

Projects Portfolio

Led multiple IT projects: SRM, S2P, P2P, Contract Repository

Result : 100% of projects completed on time, within budget and specifications, with no supplier disputes

Expertise at the Service of Your Ambition

An experienced Procurement Director and reference within large international organizations, I have also supported family-owned SME, and mid-sized companies. I am passionate about the strategic impact of procurement on overall company performance.



Over 20 Years of Operational Excellence



Cross-Functional Leadership

Leading diverse teams in demanding and international environments

Efficiency Programs

Conducting high-stakes plans generating significant gains

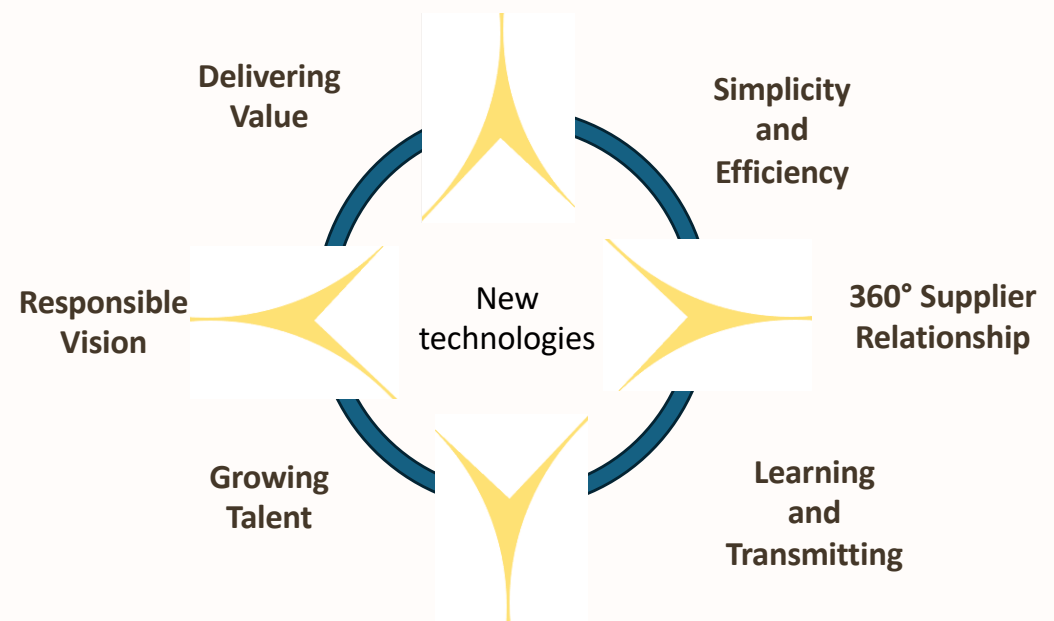
Ambitious Transformations

Orchestrating profound and lasting organizational changes

Complex Negotiations

Managing technical affairs (IT, outsourcing) even in crisis situations

What Drives Me Daily



An Approach Combining Professional Excellence, Risk Mastery, and Human Development to create high-performing and resilient procurement organizations



**"What I love most about procurement is seeing people grow.
The 360° view of the company, the variety, the technical nature of the topics, and the
high-demand environment enable the men and women in the teams to mature and
develop while creating significant value."**



To contact me :

Pascal Pelon

Téléphone : +33 6 47 53 58 16

E-mail : pascal.pelon@pyxida-conseils.com