

Paris, March 12th, 2024

Dear Madam, Dear Sir,

It is my pleasure to inform you today on our **Global Procurement Transformation** journey and more specifically on the **digital** initiative that also concerns you.

The ambition of our transformation, with a 2025 horizon, is that **“our Procurement teams will strategically partner with the business and our suppliers to lead the industry by delivering sustainable value, innovation and competitive ecosystems for Air Liquide and our customers”**.

In this respect, developing a strong collaborative supplier relationship and becoming a data-driven procurement organization are essential for Air Liquide. Our Company global project called DPS, “Digital Procurement Solution”, supports these objectives by:

- providing a holistic view to enhance supplier centricity
- providing self-service processes and harmonized practices
- enhancing user experience and collaborative work.

To manage contract lifecycle and performance evaluation, we partnered with Zycus. Founded in 1998, Zycus is one of the strongest end-to-end Procurement solutions in today’s global market.

As DPS will be gradually deployed worldwide, we want to start engaging with you now in all key stages of this deployment. This allows you to benefit from all relevant information for your early onboarding to facilitate this transition.

Through a **dedicated portal**, you will be invited to check your account creation and data accuracy, draft and sign contracts, and actively contribute to performance assessments. This portal has been specifically designed to achieve smooth, seamless and efficient interactions with mutual benefits in mind.

Your account manager will remain your privileged contact throughout the process.

I look forward to working with you to make this major initiative a success and hereby reiterate my commitment to continuously improving our business relationship!

With my best regards,



Rémi Charachon

Air Liquide Group CPO & Transform

