Why SAP Ariba is essential

Presented by Ludovic DENIS, Account Executive, LoB Procurement CEE, SAP Ariba
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Speaker profile

Ludovic DENIS
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• Joined SAP Ariba 4 years ago
• Held Key Account Manager and Account Executive roles in Central and Eastern Europe

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Agenda

- Challenges in Procurement
- Why SAP Ariba is essential
- Questions
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The challenges of the CPO

1. How do I drive **down cost**?
2. How do I **streamline processes**?
3. How do I drive **procurement automation**?
4. How do I get **visibility** into my spend?
Everyday challenge

What do you answer if your management asks you?

- What is your total spend in China for parts?
- How many suppliers do you need to blacklist next year?
- What is your supplier risk strategy?
- Why is your PO:Invoice ratio only 1:3?
- How can we get more digital and paperless?
- Which contracts in Bulgaria contain an automatic renewal?
- Are we really getting all the discount we can?
- How do you collaborate with 2 or 20,000 long tail suppliers?
- Show me the facts behind the savings plan you just presented.
Reality Check

CPO

Head of A/P or Head of SSC

- Analyse
- Search/Source
- Contract / Sign
- Order
- Manage
- Receive Invoice
- Route Invoice
- Pay Invoice
- Manage Cash
- Reconcile Invoice

Tbd 2018
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A complete solution suite to manage all spend categories

Combining the software, collaboration tools, network connectivity and intelligence for business networks

#1 in Contingent Workforce / VMS

SAP Fieldglass

#1 in Expense & Travel Management

CONCUR

#1 in Procurement and Finance

SAP Ariba

#1

In Innovation & Sustainability for Supply Chain

Product Stewardship Network
Ariba Network

**Buyer's Applications**

- **BUY**
  - Supplier Discovery, Strategic Sourcing & Contracting
  - Procurement & Order Collaboration

- **MANAGE CASH**
  - Collaborative Invoice to Pay
  - Dynamic Discounting, Supply Chain & Receivables financing

- **SELL**
  - Marketing, Sales, Servicing & Fulfillment
  - Bill Presentment & Payment

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**Suppliers**

- Component Suppliers
- Contractors
- Service Providers
- Distributors & Resellers
- OEMs

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- **~2.6 million** Trading Partners
- **$1T** In Annual Global 2000 use the Network Commerce
- **>60%**
- **65+ million** Annual Invoices
- **150+** Countries
- **40+ million** Annual Purchase Orders

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On one platform

CPO

Head of A/P or Head of SSC

Head of Legal

Treasurer

CIO

- Analyse
- Search/Procure
- Contract / Sign
- Order
- Manage
- Receive invoice
- Route invoice
- Pay invoice
- Reconcile invoice
- Manage cash
Why SAP Ariba is essential

- True end to end coverage with one UI
- Without disruption, without paper
- Smart connection into the digital core of your company
- Unmatched innovation power
New User Interface

Automatic Ariba order triggered by I.o.T. - device
A selection of end-to-end customers
Just one of SAP Ariba’s reference clients

Groupe Auchan controls €3bn in spend and manages 15,000 suppliers with SAP Ariba.

Read their story >

http://www.ariba.com/customers
Simplify commerce with a single platform

- Sourcing
- Contracting
- Procurement
- Spot Buys
- Supply Chain
- Invoicing
- Payments

- Indirect Materials
- MRO and Critical Indirect
- Services
- Direct Materials
- Long-Tail Spend

- business processes
- spend types
- trading partners
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Благодаря ви