

Leverage Infosys' SAP E-Sourcing and CLM implementation - Accelerate to maximize Business returns

The Sourcing and Procurement teams of any organization are under constant pressure to deliver value to the business while cutting down on spend. With SAP Sourcing and CLM, the teams can look to sourcing as a starting point to add real value to the business by converting unstructured sourcing activities into an efficient, supplier-collaborative, money-saving process.

Infosys' SAP Sourcing and CLM expertise provides your company with the right set of knowledgeable resources, tools, and accelerators that help you realize a faster implementation while maximizing your benefits. Infosys can provide guidance on overcoming the challenges of adopting SAP's E-Sourcing and Contract Lifecycle Management module to streamline your Sourcing and Contracts processes. Some of the key benefits your organization can derive are:

- Reduce sourcing cycle time by leveraging the SAP CLM functionality of template-based contract generation
- Enhance compliance with contracting rules and procedures
- Improve processes for RFx, auctions and contract authoring, by having a central repository of templates

Value Proposition

- Infosys is a Global Service Partner of SAP, enabling customers to effectively realize IT and business objectives through SAP Sourcing and CLM investments
- Partnership with SAP for application testing and development of value scenarios in upcoming SRM versions
- Resource pool of 50+ SAP Sourcing and CLM experts, including process and functional experts possessing valuable domain knowledge and deep industry expertise
- Multiple service offerings such as package evaluation, implementation and global rollouts, upgrade, technical development and customizations, support and maintenance, and enterprise risk management
- As a client, you gain access to added solutions and accelerators such as Leveraged Contract Management (LCM), Reconnaissance for Adaptive Procurement (RAP), Procure-To-Pay (P2P) based on Infosys Business Platforms (IBP) and Non-Functional Requirements (NFR) templates, supplier on-boarding kit, etc. These tools are a value addition to the existing SAP Sourcing initiatives and are supported by the Infosys SAP SRM Center of Excellence (CoE)
- Strong track record of 30+ successful SAP SRM engagements across verticals and service lines



Infosys has been positioned in the leaders quadrant of Gartner's 'Magic Quadrant for SAP ERP Implementation Service Providers, North America.

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According to Gartner, Inc., "Leaders are performing well today, gaining traction and mind share in the market; they have a clear vision of market direction and are actively building competencies to sustain their leadership position in the market."

Read this Gartner report in the Infosys SAP Insights newsletter. It features, research, from Gartner analysts, and, practical advice from our thought leaders for building tomorrow's enterprise.

Newsletter can be accessed from http://imagesrv.gartner.com/media-products/pdf/infosys/infosys_issue2.pdf

SAP Alliance: Focusing on Co-creation

- Infosys is a Global Services Partner of SAP
- Infosys is ramp-up partner for various SAP new releases, including CRM and SCM
- As a technology partner, Infosys is involved in the Procure-to-pay (BPO) platform, Newspaper-in-a-box (NIAB) and in All-in-one solutions for ISVs
- Infosys also partners with SAP in field engagements on various point solutions like RPM, XI and on various products, including Business Objects
- SAP and Infosys are collaboratively working on strategic initiatives such as accelerated deployment and online service-oriented architecture solutions

Infosys Tools and Accelerators for SAP E-Sourcing and CLM

TOOL / ACCELERATOR	DESCRIPTION
1 SAP CLM IMPLEMENTATION TOOLKIT	Contains requirements-gathering questionnaires; implementation methodology; preconfigured and built repository; process templates; business rules; integration design; testing scripts; and training content. It is based on best practices for effective and efficient Sourcing and Contract management processes
2 DATA MIGRATION TOOLKIT	Contains standard data migration assessment guides, data gathering templates, data conversion guidelines, data upload instructions, and post data-load validations
3 CLM REPORTING QUERY OBJECTS	Contains CLM-specific ANSI SQL code objects and constructs that aid in faster implementation and guidelines for developers
4 OBJECT TRANSPORT GUIDE	Provides guidelines on the appropriate object migration strategy to be employed for key objects within SAP CLM since it is a Java-based application and does not provide a standard transport organizer as found in standard SAP ABAP-based applications
5 SAP SRM CLM INTEGRATION	While SAP offers a lean integration to integrate SAP ECC and SAP SRM, it has not provided any integration for SAP SRM and E-Sourcing. Infosys has developed an in-house integration solution to address this need.

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CLIENT	SOLUTION PROVIDED	BENEFITS
US-based leading Railways logistics provider	Solution design and delivery revolved around implementing SAP Sourcing and CLM. The project spanned blueprinting and realization phases covering more than 40 PRICEFW objects in the areas of contracts, RFx and auctions	Complete contract management solution which integrated contract authoring and repository capabilities. Overall, this implementation improved Sourcing and Contracts process efficiencies through an integrated solution with SAP ECC
US oil field services major, operating in over 90 countries worldwide, and employing over 39,000 people	SAP CLM solution developed along with integration with SFDC (Sales force.com) using web services, for bringing in opportunity details for tenders and for updating back the win/loss result. The implementation covered integrating with other SAP modules such as SAP MM and SD	Converted a SAP solution meant for the buy side to be effectively used for the sell side
US-based global leader in storage solutions	Implemented SAP Sourcing / CLM 3.0 WAVE 7 as an on-demand standard software solution for centralized contract management to gain visibility, and enable authoring and compliance on Sales / Procurement contracts	Reduced cycle time for contract processing by utilizing the functionality of template-based contract generation
Leading flash-based storage solution provider in the US with a global presence	Greenfield SAP CLM solution developed with integration with the SAP ERP system for buy and sell contracts. The key solution feature is to integrate the SAP HR organization structure into SAP CLM to provide complex business authorization-based contract approval	Seamless integration with SAP ERP to leverage on-contract benefits during the operational procurement process. Single sign-on from the SAP Portal system. System-based approval mechanism based on business authorization



About Infosys

Many of the world's most successful organizations rely on Infosys to deliver measurable business value. Infosys provides business consulting, technology, engineering and outsourcing services to help clients in over 30 countries build tomorrow's enterprise.

For more information about Infosys (NASDAQ:INFY), visit www.infosys.com.

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