Infosys®

INFOSYS SAP ARIBA PRACTICE

In today's sourcing and procurement ecosystem, supplier collaboration, complexity management, advanced sourcing applications, and adaptability, are key trends that are shaping the industry. At the same time, the key objectives for technological programs are – minimal total cost of ownership (TCO), acceleration of idea-to-product, flexibility, and integration with the business marketplace.

As companies work towards achieving these priorities, they have to navigate challenges that include optimization of buying channels, simplification of complex business processes, integration of cloud-based solutions and in-house applications, and improvements to the quality of master data.

SAP Ariba is a best-in-class, source-to-pay, global solution for indirect procurement for local and global organizations. SAP Ariba is offered as a procurement engine for supplier management, conducting sourcing events, contract negotiation and signing, catalog management, operational procurement, invoice management, spend analytics, supplier network collaboration, and mobility.

Infosys: The trusted partner for SAP Ariba

Infosys SAP Ariba practice has delivered procurement transformation programs for several Fortune 500 companies using Ariba source-to-pay technology and with our excellence in source-to-pay process consultancy. We have also built intellectual property and thought leadership based on these programs. Furthermore, to accelerate the implementation and adoption, we built Ariba sourcing templates for most of the highly used categories across various industry domains.

Infosys is considered the right partner by businesses, given our strong Ariba package expertise in the sourcing and procurement space, strong credentials, accrued benefits from value levers (best practices, reusable artifacts, tools, accelerators), and our Global Delivery Model.

Infosys advantage

There are four critical success factors that drive value from a procurement transformation:

- Simplifying business processes through identification of optimal buying channels for each category
- Building end-to-end, integrated, and seamless solutions across SAP ECC and cloud
- Enabling users with intuitive design and analytics through clean data
- Ensuring adoption and compliance through change management

Along with implementation of SAP Ariba cloud-based solution, Infosys offers services to clients in change management and training activities to increase the adaptability of the solution with business users.

Infosys has a rich experience in ensuring seamless integration between client ERP systems and the Ariba source-to-pay, cloud-based solution.

Business benefits

Partnering with Infosys for your procurement transformation program ensures:

- Improved adoption, sourcing, benchmarking, and management of tail spend
- Accelerated implementation of the Ariba cloud-based, procure-to-pay solution in 24 weeks (as opposed to the 48 weeks it generally takes to implement any in-house, procure-to-pay solution)
- 2%–4% savings on the total indirect spend, over a span of 18–24 months
- Over 95% suppliers connected electronically to the platform; over 99% on-time payments, resulted in reduction of manual activity, and better invoice processing cycle, yielded early payment discounts
- Improved contractual compliance and reduced maverick spend by linking variable fee to the PO compliance metric
- Reduced TCO for maintaining processes and systems by linking savings to ongoing fee

Success stories

Leading pharmaceutical company with a presence in 100 countries was struggling to streamline their procurement processes and legacy systems across their business units. Infosys designed a common source-to-pay process across multiple regions and systems. It helped the client to streamline their global indirect procurement processes, provided better visibility and online access to spend, reduced payment processing cycle, and improved relationship with suppliers. As part of the implementation, we conducted business process review meetings and set up fit-gap meetings with business users to map the business process in an on-demand solution.

Retail and commercial bank with a strong base in the Netherlands was having challenges in the existing manual process not satisfying business goals in terms of tracking, reporting, and compliance measures as part of 'Procure to Pay' business processes. The bank partnered with Infosys in implementing Ariba 'Procure to Pay' solution to address their indirect spend. Rolled out the application to 2000 users in the Netherlands, US$130 million / year indirect spend processed through the system, online tracking of purchase orders, receipts, and invoices with automated compliance measures and operational reporting.

North East US-based large utility company spanning four states was having challenges in streamlining supply chain processes and in addressing delay in invoice payment processing. Partnered with Infosys to implement the Ariba Sourcing and to integrate with Maximo to streamline end-to-end procurement process. Successfully implemented Ariba Sourcing and integrated with Maximo. All the legacy contracts are migrated to Ariba Sourcing, utility-domain-specific templates are configured in the system for creation of sourcing events like RFx and eAuctions.

For more information, contact askus@infosys.com

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