

Why SAP Ariba is essential

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

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Speaker profile

Ludovic DENIS

Account Executive | LoB Procurement | CEE

- 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



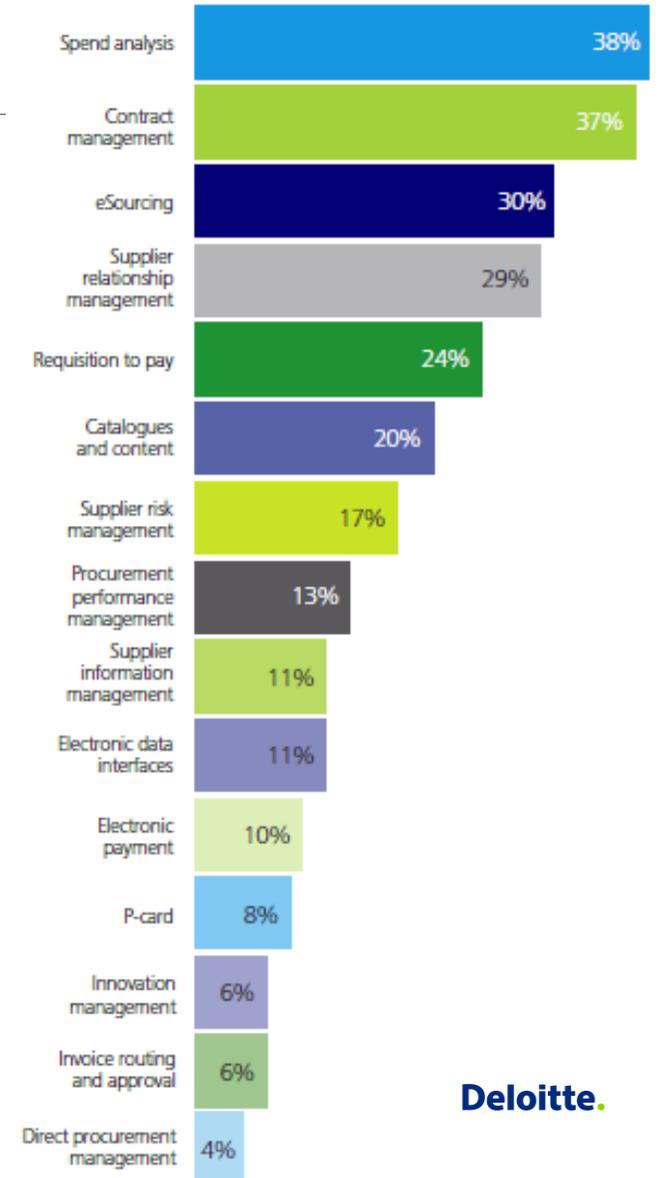
- Challenges in Procurement
- Why SAP Ariba is essential
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The challenges of the CPO



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?

Areas most likely to receive investment over the next 12 months



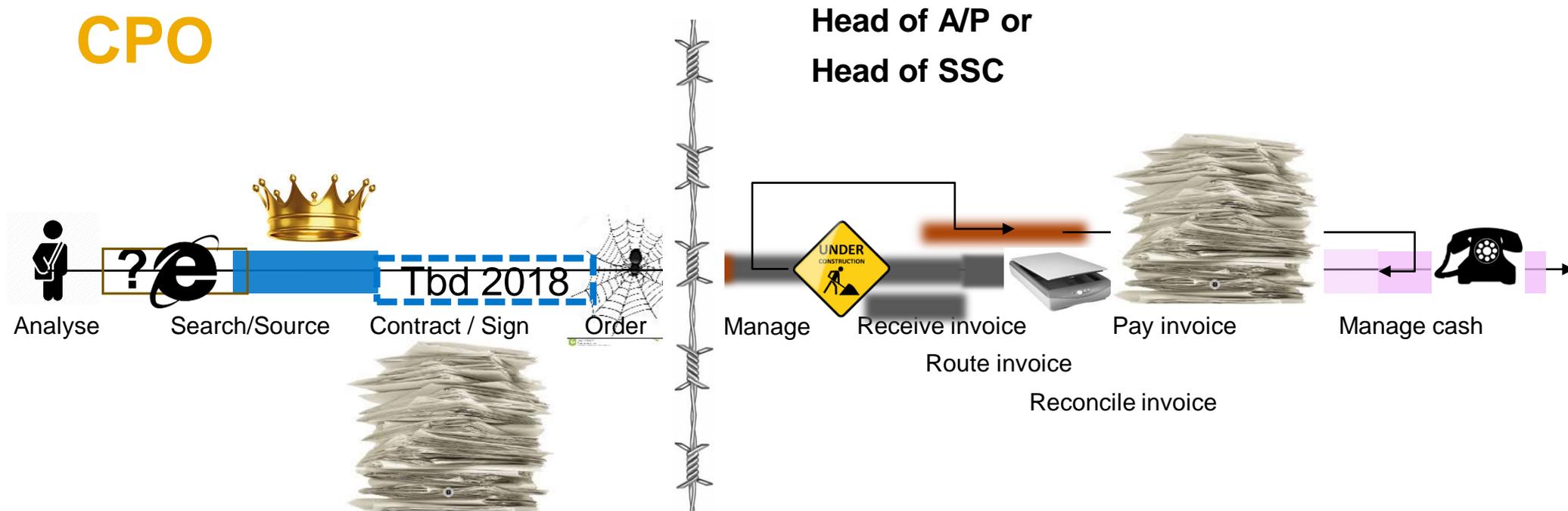
Deloitte.

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.



CPO



- Challenges in Procurement
- [Why SAP Ariba is essential](#)
- Questions

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 Innovation &
Sustainability for
Supply Chain



Product Stewardship Network



**Business
Networks**

#1
in Expense &
Travel Management



#1
in
Procurement
and Finance



Buyer's Applications



Suppliers



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

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

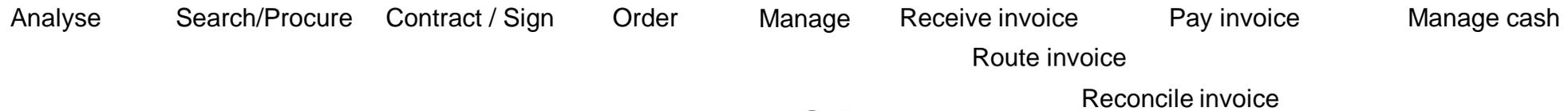
On one platform

CPO

**Head of
Legal**

**Head of A/P or
Head of SSC**

Treasurer



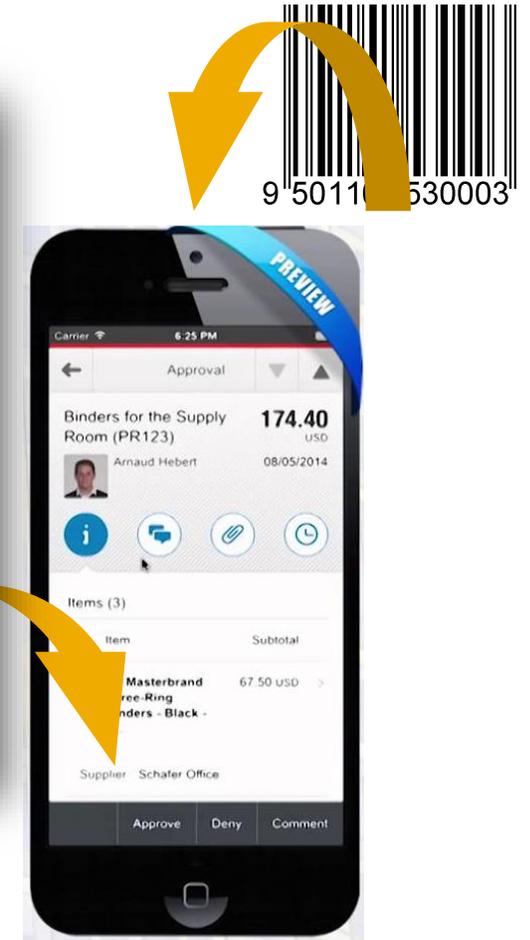
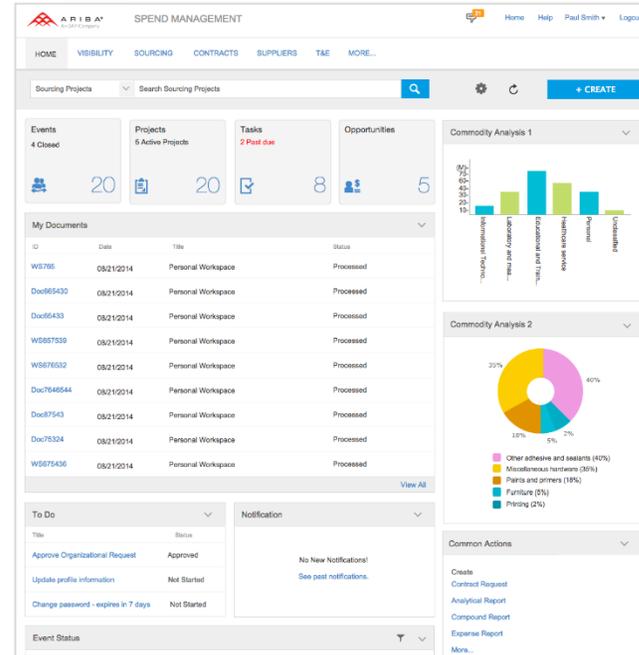
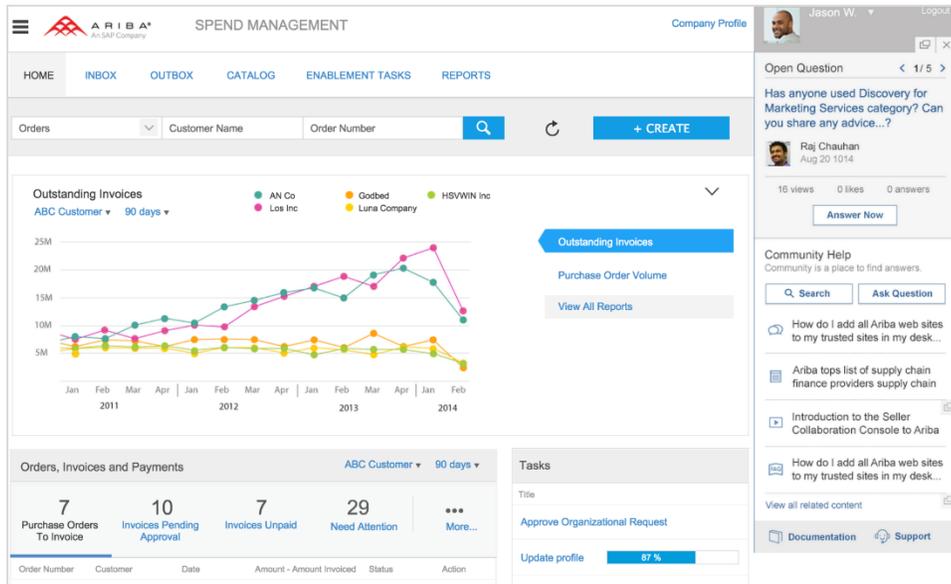
CIO

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

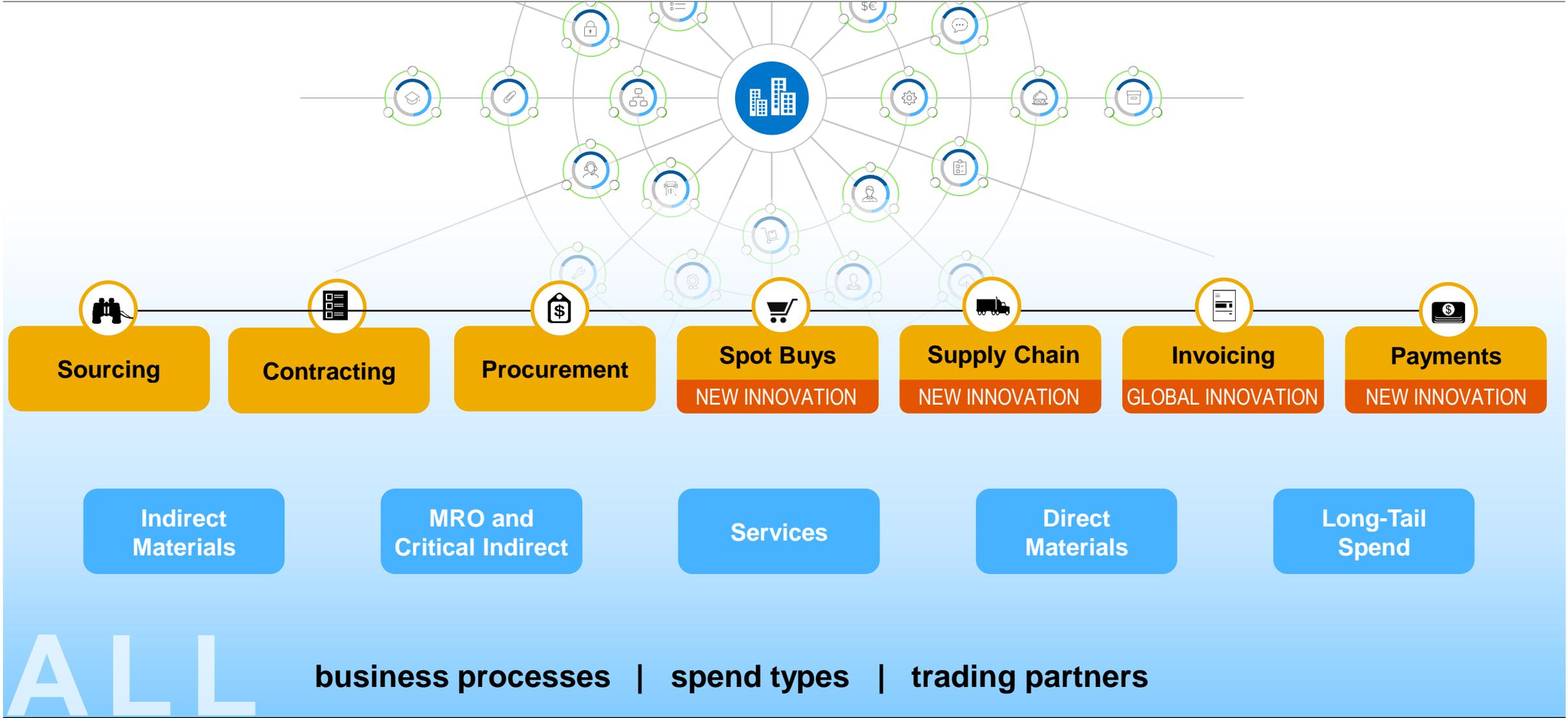
Groupe Auchan controls €3bn in spend and manages 15,000 suppliers with SAP Ariba.

[Read their story >](#)



<http://www.ariba.com/customers>

Simplify commerce with a single platform



- Challenges in Procurement
- Why SAP Ariba is essential
- Questions

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