



SAP Innovation Awards 2019 Entry Pitch Deck

Journey to Intelligent Procurement with SAP Ariba
Accenture

Accenture Video Overview:

Journey to Intelligent Procurement with SAP Ariba



[SAP Ariba "The Loop" interview with Chris Haydon: Kai Nowosel, Chief Procurement Officer, Accenture](#)



[Accenture Values Cost Savings, Spend Visibility and Enhanced User Experience with SAP Ariba Spot Buy](#)





Company Overview

Accenture

Journey to Intelligent Procurement with SAP Ariba

Accenture solves clients toughest challenges by providing unmatched services in strategy, consulting, digital, technology and operations.

We partner with more than three-quarters of the Fortune Global 500, driving innovation to improve the way the world works and lives.

With expertise across more than 40 industries and all business functions, we deliver transformational outcomes for a demanding new digital world.

Journey to Intelligent Procurement with SAP Ariba



Accenture

"Quote"

"We are transforming procurement into an intelligent solution that guides people to the right channels, seamlessly and intelligently."

Kai Nowosel
*Accenture Chief
Procurement Officer*

Challenge

The release of SAP Ariba's Guided Buying capability on SAP Ariba Buying and Invoicing software-as-a-service (SaaS) led Accenture's Procurement and IT organizations on a digital transformation journey to adopt the new capability and to move to a new generation of procurement.

Solution

Global deployment of SAP Ariba's Guided Buying on SAP Ariba Buying and Invoicing SaaS to more than 68 countries Accenture operates in, followed by continued content refinement and enablement and transformation to a new and next generation of procurement.

Outcome

SAP Ariba Buying and Invoicing has transformed the buying process for Accenture employees, enabling users to be faster, more cost-effective, and more compliant in their purchasing activities. Savings are anticipated to be more than \$20 million annually.



Projected to reach
\$20+ Million
in **Annual Savings**

14,000 global requestors
43,000+ purchase
requisitions through
Guided Buying in **Year 1**

Doubled the purchase
requisition lines on
catalogs **in 18 months**,
no small feat for a
complex services
company



Partner Information

Accenture Systems Implementation Partner



“Accenture and SAP Ariba together successfully delivered one of the largest global digital transformation programs. Unity is strength, when there is teamwork and collaboration any digital transformation can be achieved.”

Sankar Kaliaperumal

Managing Director

Accenture Technology Global Sourcing & Procurement Lead



Business Challenge & Objectives



With **469,000+ employees** around the world, Accenture purchases a high volume of goods and services. Our global Procurement organization uses SAP Ariba solutions to manage **more than \$4.5 billion of spend** every year. The release of SAP Ariba's Guided Buying capability on SAP Ariba Buying and Invoicing software-as-a-service (SaaS) led Accenture's **Procurement and IT** organizations on a **digital transformation** journey to adopt the new capability and to move to a **new generation of procurement**.

The **key project objectives** were:

To enable Accenture users to be **faster, more cost-effective, more compliant**.

To enable Accenture **Procurement** to drive a more aggressive content enablement **strategy, digitize buying** approaches, and open the door **for AI-powered automation**.

To drive an **improved user experience** and **increase procurement savings**.

To move to the **next generation of procurement** and development of an intelligent platform.



Project / Use Case Details



Accenture's internal IT teamed with an ecosystem of partners to deliver the **SAP Ariba Guided Buying** capability on **SAP Ariba Buying and Invoicing SaaS**, working for six months on the initial go-live followed by a 12-month global deployment to 68 countries. With the foundational deployment completed, Accenture turned its focus to four areas:

Continuously increasing and enhancing content: Growing Accenture's product and service catalog and contract content is key to unlocking bottom-line procurement savings, including enabling Ariba Spot Buy as a critical component of this strategy.

Ongoing enhancement of Guided Buying, digital buying, and the procurement user experience: Continued enhancement with new capabilities and exploration of new functionality, such as collaborative requisition with service vendors.

Digitization of procurement operations: Shifting processes from offline to online digitized Accenture's entire scope of procurement operations, improving processing turnaround time and providing end-to-end transparency and audit traceability.

Move to intelligent procurement: Moving toward building a more intelligent platform with predictive analytics that is more attuned to end-user needs.



Benefits and Outcomes

Business / Social

SAP Ariba Buying and Invoicing has become the **single location for procurement** at Accenture and is **one of the first and largest SAP Ariba Guided Buying instances globally**.

Savings are anticipated to be **more than \$20 million** annually.

Embracing a digital mindset and **committing to the SAP Ariba platform** has positioned Accenture to take advantage of **continuous innovation** with each new release and apply the New now.

IT

Accenture is **leveraging new capabilities** with an evolving, real-time platform through agile delivery of new capabilities.

The **partnership** between Accenture's go-to-market teams and SAP Ariba helps Accenture anticipate upcoming capabilities and get a fast start with reusable assets.

Accenture's Procurement and IT organizations continue to **partner** with SAP Ariba to **inspire and influence** its technology road map and are proactively planning for **SAP Ariba innovations** as they are being developed.

Accenture is considering SAP Ariba's **future ideas**, preparing to take on **compelling innovations** as soon as they are ready.

Human Empowerment

SAP Ariba Buying and Invoicing has **transformed the buying process** for Accenture employees, enabling users to be **faster, more cost-effective and more compliant** in their purchasing activities.

Buying options, purchasing policy and content navigation are **intuitive and integrated into the buying experience** and enable Accenture to direct buyers to contracted prices.



SAP Cloud Platform

Guided Buying

Cloud-based SaaS

Digital Buying

Touchless Processing

User Experience

Adopt Innovation

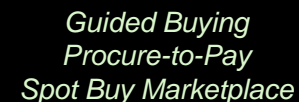


Automation & Predictive Analytics

Make Buying Easy & Compliant

Inspire & Influence Roadmaps

Technology Architecture Diagram

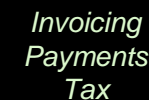


**ARIBA
NETWORK**



Cloud Integration Gateway

SAP Cloud Platform



General Ledger
Recommendation AI
India GST Calculation



Deployment

Date of Deployment or POC: March 2018 (S/4HANA v1610); April 2018 (AoD)

Number of live users: 460K users all enabled with Guided Buying

SAP Technologies Used:

SAP S/4HANA 1610	Live
SAP Ariba on Demand	Live
SAP Cloud Platform	Live
SAP Fieldglass	POC

Server Processor: HP

Linux Distribution: Suse



Emerging Technologies and Use Cases

The following Emerging Technologies and use-cases are part of the project and describe the contribution

	Technology or Use Case	Yes/No	Contribution to Project
1.	Machine Learning / Artificial Intelligence	Yes	General Ledger Recommendation Engine
2.	IoT	No	
3.	3D printing	No	
4.	Blockchain	No	
5.	API Economy / Integrate the Intelligent Enterprise	Yes	India GST Calculation, Qlikview Operational Reporting using Open API, Virtual Agent
6.	Cloud Native / Event Based Architectures	Yes	General Ledger Recommendation Engine
7.	Extending the digital core with SAP CP / ABAP in SAP CP	Yes	General Ledger Recommendation Engine
8.	SAP Leonardo Application (extending SAP application, using Industry Innovation Kits or result of Design Thinking workshop)	No; planned for future	