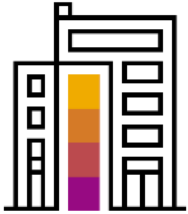


# SAP Innovation Awards 2021 Entry Pitch Deck

Transforming Procurement to Deliver Business Value and Empower Stakeholders with SAP Ariba Solutions

Apotex Inc.

PUBLIC



## Company Information

<b>Headquarters</b>	Toronto, Canada
<b>Industry</b>	Life sciences
<b>Web site</b>	<a href="http://www.apotex.com">www.apotex.com</a>

On its mission to improve access to medicines for millions of patients, pharmaceutical company, Apotex Inc., provides high-quality, affordable solutions to people in more than 100 countries around the world. The organization's footprint extends from its native Canada to the United States, Mexico, and India, with about 7800 global employees and a network of distributors and global alliances. Apotex has the global capacity to produce 24 billion tablets and capsules every year. Apotex is Canada's largest pharmaceutical manufacturer. One out of every five prescriptions filled in Canada is filled with an Apotex product.

In its efforts to enable data-driven, intelligent operations across its extended and complex global enterprise, Apotex is on a journey to digitalize procurement from end to end. The company uses digital technologies to streamline and transform procure-to-pay processes, empowering employees with information access, enhancing decision-making, and improving collaboration internally and with partners and suppliers.

# Transforming Procurement and Empowering Stakeholders



Apotex Inc.

## Challenge

To reshape and streamline procurement, Apotex wanted to modernize sourcing, proposal request, and contract management processes with innovative technologies. It needed to eliminate manual and paper-based activities, increase spend and contract visibility, and create a digital contract repository.

## Solution

Apotex, working with implementation partners OPTIS Consulting and IBM Canada Limited, deployed the SAP Ariba Buying and Invoicing, SAP Ariba Contracts, and SAP Ariba Sourcing solutions to digitalize enterprise procurement and enable strategic sourcing.

## Outcome

Furthering its transformation journey, Apotex automated workflows and increased transparency, oversight, and compliance. Now, intelligent digital procurement operations empower stakeholders to extract and visualize data, improve spend management, and increase efficiency while driving business value.





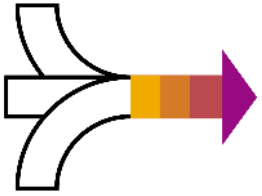
## Participating Partner Information



### OPTIS Consulting

Teamed with OPTIS Consulting to implement SAP Ariba Sourcing.





## Business Challenges and Objectives

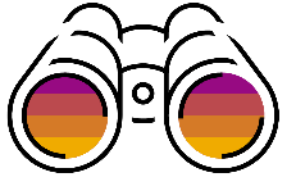
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With its global enterprise and network of distributors and strategic partners, Apotex has an extended organizational footprint and complex procure-to-pay processes and challenges. To enable intelligent procurement operations, the company needed to:

- Modernize sourcing and request-for-proposal activities
  - Eliminate tedious and time-consuming manual methods and paperwork, as well as costly outsourcing, that led to operational inefficiencies and increased costs
  - Improve spend and contract management and visibility
- 

To reshape procurement and deliver more business value, Apotex wanted to digitalize, simplify, and unify processes and extract and visualize enterprise data for improved spend management, better decision-making, and increased efficiency. To make it happen, the company set out to:

- Automate procure-to-pay workflows across the organization and increase visibility, oversight, and compliance
- Increase spend transparency and reporting and facilitate credit card purchases
- Create a digital contract repository for storing and retrieving contracts



## Project or Use Case Details

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Apotex digitalized purchasing and advanced its strategic initiative with SAP Ariba Buying and Invoicing, SAP Ariba Contracts, and SAP Ariba Sourcing. To enable intelligent procurement operations, Apotex automated workflows and increased visibility, oversight, and compliance, empowering users to extract and visualize data and improving spend management and decision-making. Integration with existing SAP solutions supported adoption of procurement management best practices.

An internal team led user adoption, developing a superuser network of experts. This established a line of support to manage user issues, reduced dependence on IT, and helped people gain confidence in the new technology. To facilitate supplier adoption, Apotex considered its experience with SAP Ariba solutions and its spend volume to prioritize suppliers with the highest impact on business value. The team also created an internal web page with tips for end users.



# Benefits and Outcomes

## Business or Social

- Automated source-to-pay processes and reduced paper-based and manual activities for invoices, purchase orders, and service sheets
- Reduced the need for expensive outsourcing
- Increased transparency across indirect spend
- Enabled data extraction and visualization for revealing insights and data-driven decision-making
- Enhanced contract and purchasing compliance and reduced risk
- Cut costs by consolidating its supplier base

## IT (optional)

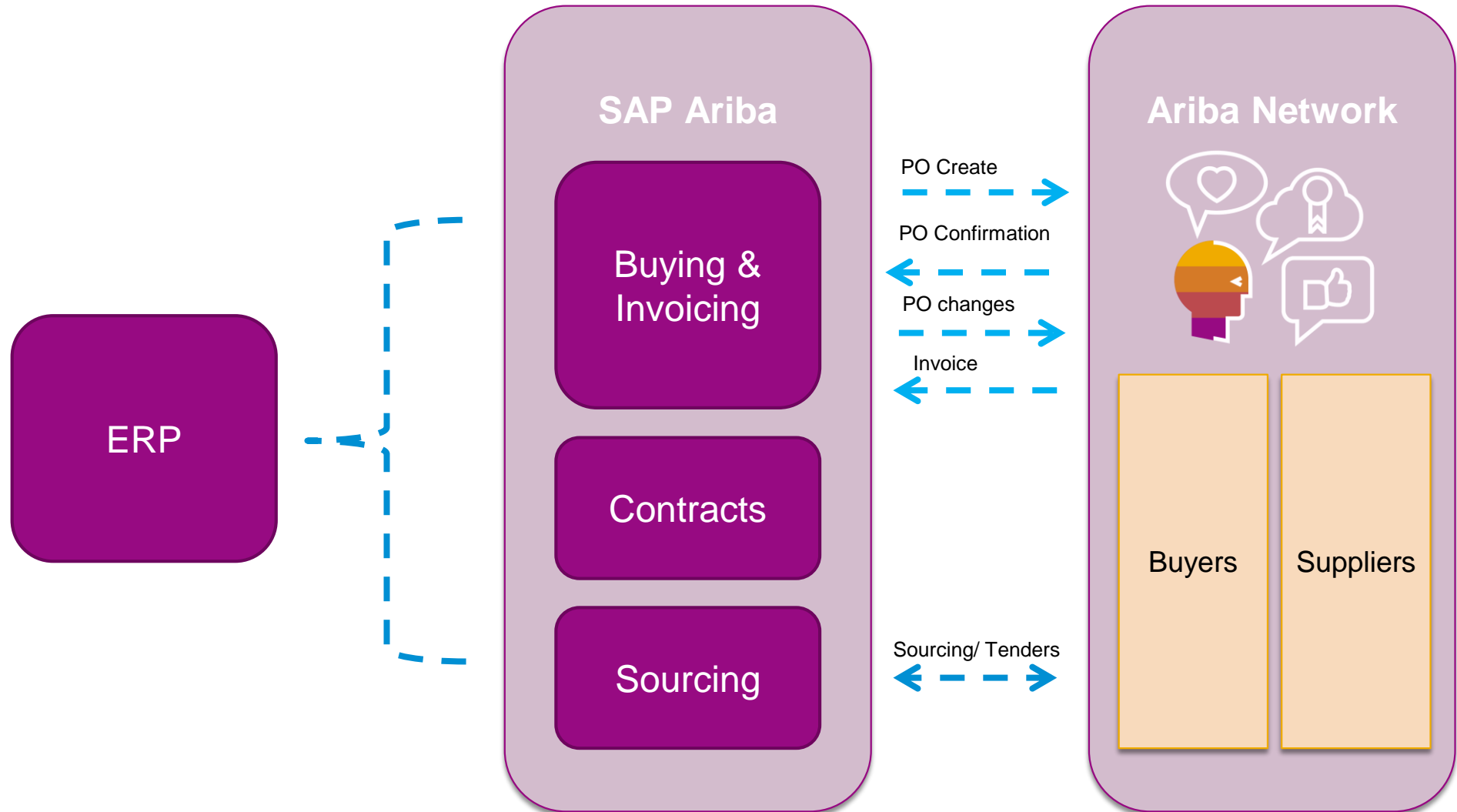
- Implementation of a single strategic solution to unify and integrate procurement operations across a global organization serving patients and customers in more than 100 countries
- Reduced demand on IT resources through development of a support network of superusers
- Native integration with existing SAP solutions facilitated implementation and improved time to value and return on investment

## Human Empowerment

- Gave category managers advanced tools for collaborative commerce, along with support and know-how, to orchestrate sourcing projects internally
- Improved contract management by empowering stakeholders with intuitive functionality for sorting, retrieving, and reviewing contracts
- Freed buyers to focus on strategic procurement and adding business value



# Architecture







# Deployment

**Deployment status** Live

**Date** 2017

**Number of users** 1,000

## SAP® technologies used:

	SAP product	Deployment status (live or proof of concept [POC])	Contribution to project
1	SAP Ariba Buying and Invoicing	live	Comprehensive, integrated procure-to-pay process
2	SAP Ariba Contracts	live	Purchasing and contract management, compliance
3	SAP Ariba Sourcing	live	Automated sourcing, request-for-proposal, collaborative commerce
4			

5

If you have used one or more of the services or support offerings from SAP Services and Support during the implementation or deployment phase, please indicate which one(s) below with an

SAP MaxAttention™

SAP ActiveAttention™

SAP Advanced Deployment

SAP Value Assurance

SAP Model Company

Others:

SAP Innovation Services

SAP Innovative Business Solutions



# Advanced Technologies (1 of 2)

The following **advanced technologies** were part of the project.

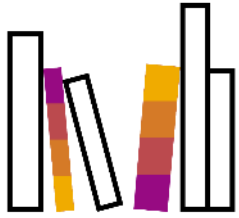
Technology or use case	Product used*	Contribution to project and how product used integrates with SAP products
<b>1 Machine learning or artificial intelligence</b> Robotic process automation, conversational AI, AI-based knowledge graph		
<b>2 Intelligent data management</b> Multi-cloud, data virtualization and governance, smart data tiering, persistent memory, data privacy		
<b>3 Advanced and augmented analytics</b> <ul style="list-style-type: none"><li>• Real-time and streaming analytics, spatial analytics</li><li>• Natural language query and generation</li><li>• AutoML to identify trends, patterns, outliers</li><li>• Predictive analytics (time series analysis and forecasting, regression, classification)</li></ul>		
<b>4 Data and analytics solutions in the cloud</b> <ul style="list-style-type: none"><li>• Unified data and analytics cloud platforms by SAP</li><li>• Modern/self-service data to analytics</li></ul>		



# Advanced Technologies (2 of 2)

The following **advanced technologies** were part of the project.

Technology or use case	Product used*	Contribution to project and how product used integrates with SAP products
<b>5 Advanced cloud integration</b> <ul style="list-style-type: none"><li>• API economy (monetization and API marketplaces)</li><li>• AI-based or crowdsourced integration</li><li>• High throughput, low-latency digital integration hub</li></ul>		
<b>6 Industry cloud platform</b>		
<b>7 Blockchain</b>		
<b>8 Internet of Things</b>		
<b>9 3D printing</b>		



## Additional Information

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As part of its transformation road map to create end-to-end procurement operations, Apotex is looking to deploy comprehensive tools to better manage suppliers.

To do this, the organization is planning to implement the SAP Ariba Supplier Lifecycle and Performance solution to help it optimize spend with preferred suppliers.

The solution will help it reduce onboarding and qualification cycle time and scale compliance for its entire supply base. The company is also planning its move to intelligent infrastructure for ERP built on SAP S/4HANA.

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