

# HCL's Package for SAP Buyer/Supplier Automation



HCL is pleased to announce a new offering for our SAP clients which is designed to rapidly deploy transaction automation with your suppliers on the largest B2B network of its kind – the SAP Ariba Network. By combining our procurement and SAP Ariba deployment expertise with SAP's new S/4 Supplier Portal offering, we believe we have a proposition that can be right-sized and cost-effective for enterprises of all sizes that are running one or more SAP ERP systems.

## What is the S/4 Supplier Portal?

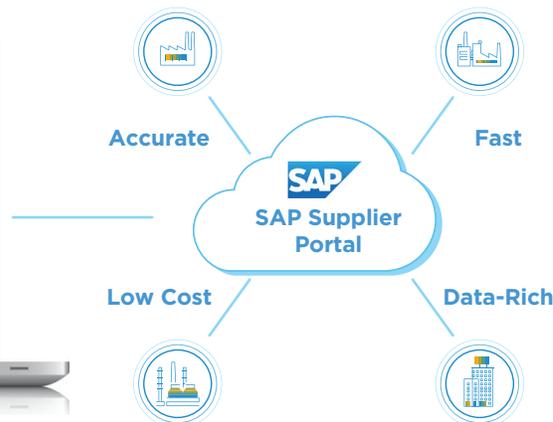
SAP® Ariba® has developed a new offering for S/4 and ECC customers who have not taken advantage of integrating the SAP Ariba network into its source to pay infrastructure. This low-cost and rapidly deployable solution offers many of the same benefits as Ariba's more comprehensive "Commerce Automation" package and is designed to provide an attractive entry point into digitizing your supply chain that is attractive and affordable for companies of all sizes.

## What are the benefits?

SAP states that the major benefits for buyers are;

- Continuity of Supply Chain
- Spend Compliance
- Process Efficiency
- Capture More Discounts
- \$1M+ Savings for Every \$1B Spent (based on \$2B revenue, \$975M spend, and 250K invoices annually)

Much of this benefit is derived simply by automating PoS, Invoices, and other procurement transactions between you and your SAP Ariba network supplier. From there, you will have a platform to introduce additional functionalities to drive efficiencies, and savings such as forecasting and planning supply chain collaboration, contract compliance, and dynamic discounting.



**\$3+ trillion**  
commerce annually

**4+ million**  
companies connected

**490+ million**  
business commerce transactions yearly

**76%**  
of Fortune 2000 companies

## Where does HCL fit in?

HCL's SAP Ariba practice is highly experienced and skilled at SAP Ariba integration for clients of various sizes across multiple industries. We have partnered with SAP on this specific offering to help drive adoption of the Ariba Network across more of the SAP customer base.

Our experience, coupled with our own leading practice-based methodology and accelerators will enable us to deliver this capability in a low-cost, rapid fashion.

In addition, our point of view and service extends far beyond this relatively straightforward offering.

As one of the largest and most respected providers of SAP services in general, we are also helping many clients plan and execute their S/4 migration journey. We couldn't help but notice how this Ariba offering, coupled with some additional Ariba functionalities such as Sourcing and Supply Chain Collaboration could produce an ROI on the entire initiative within 3 to 4 years (utilizing the same benchmark as above) for Ariba network buyers.

As a first step, we'd like to provide a free assessment and help you to develop a business case to fit your situation and budget.

### Mobilize



- Identify and meet key stakeholders
- Understand client objectives and agree scope, focus, and timescale of the assessment
- Agree project team and resources
- Establish project governance and controls
- Schedule key activities and workshops

### Gather Data



- Confirm business objectives
- Understand client process pain points and solution requirements
- Establish delivery risks and costs
- Explore the art of possible and innovative quick wins
- Review current performance and identify potential benefits and KPIs
- Analyze and categorize the supplier base
- Assess change impact and understand change capability

### Plan Journey



- Develop the solution roadmap
- Finalize the H/L business case and KPIs
- Articulate the Ariba network supplier journey
- Plan the business change journey
- Validate and confirm the integrated journey map with business leaders

HCL works collaboratively with a client to accelerate their procurement transformation success

If you want to find out more, please contact us at the following email address: [sapconsulting@hcl.com](mailto:sapconsulting@hcl.com)



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