

# HCL's Supplier Enablement Package for SAP/ Ariba Customers



## What is Supplier Enablement?

Supplier enablement means creating higher value in your supply chain and maximizing your Ariba investment by electronically connecting with the majority of your key suppliers over the Ariba Network.

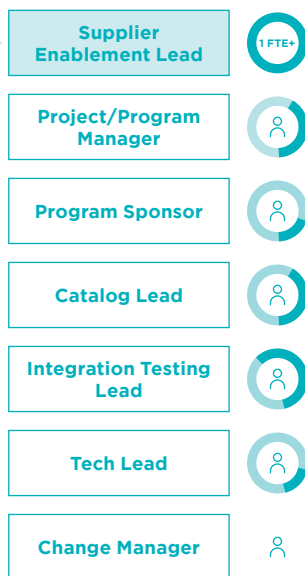
The effort of supplier enablement encompasses not only the onboarding and enabling of these suppliers on the network, but also the process of educating and supporting them to maximize adoption and foster improved relationships.

In fact, the success of your supplier enablement campaign, is directly proportional to the amount of tangible and intangible benefits you can reap from your Ariba investment.

Whether you are a long-time Ariba customer or just getting started on your journey, chances are that supplier enablement is not getting the level of attention and care it requires. This is understandable, as it requires dedicated resources who may have other more imminently critical responsibilities, especially in these stressful times.

From the graphic below, you can see the optimal level of resources and engagement required for a successful Ariba supplier enablement campaign.

- Single focus for day-to-day enablement of project management.
- Coordinates supplier data collection.
- Creates and approves supplier communications and education content.
- Participates in regular enablement project status calls.
- Reinforces solution compliance with suppliers and internal stakeholders
- Acts as primary point of contact to monitor the generic customer email inbox
- Coordinates enablement related crossover activities with the technical lead
- Main contact for seller integration project coordination
- Escalates risks and major roadblocks to the project/program manager

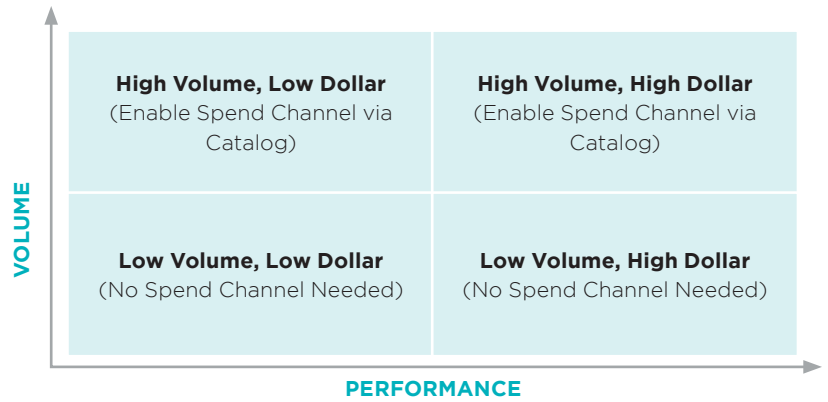


| Strategy                          | Design & Build | Enablement, Deploy & Go-Live | Network Growth |
|-----------------------------------|----------------|------------------------------|----------------|
| Supplier Enablement Lead (1 FTE+) |                |                              |                |
| Project/Program Manager           |                |                              |                |
| Program Sponsor                   |                |                              |                |
| Catalog Lead                      |                |                              |                |
| Integration Testing Lead          |                |                              |                |
| Tech Lead                         |                |                              |                |
| Change Manager                    |                |                              |                |

## Doesn't SAP Ariba support supplier enablement? Where does HCL fit in?

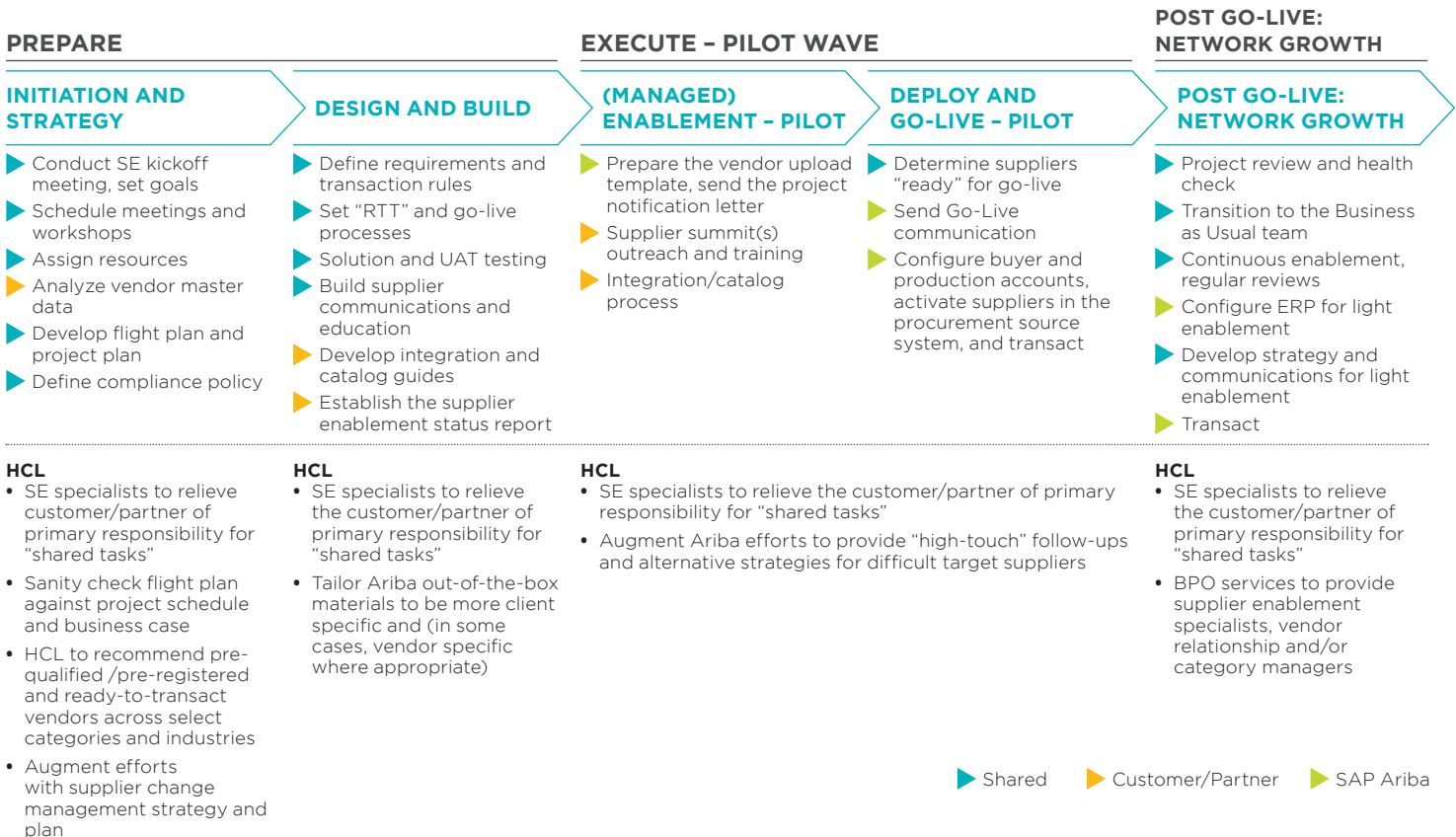
It is true that SAP Ariba supports supplier enablement but even they will acknowledge that their support can only go so far without the right level of dedication and high-touch participation on the client side.

Initially, we will conduct a flight planning exercise (or validate/improve your existing flight plan) to determine which suppliers will provide the most value and what the enablement strategy should be. Usually, your suppliers that are targeted for enablement will fall into the subset that make up 80% of your spend and will be prioritized based on volume.



What if you could get up to 85% of your targeted suppliers enabled on the Ariba Network in time for your go-live? HCL has recently accomplished this for a large US-based energy client. The immediate benefits was reduced friction in the source to pay process, especially with regard to minimized invoice exceptions and increased touchless processing that accelerated their ROI realization beyond initial expectations.

HCL can do this because we have the partnership, synergy, and experience working hand-in-hand with SAP Ariba. We also bring the additional high-touch and supplier relationship skills that Ariba's model typically relies on the client to provide. By allowing our experts to lead this initiative, you can eliminate any additional burden on your staff who can then focus on their core responsibilities.



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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