HCL

Taking your procurement process beyond boundaries

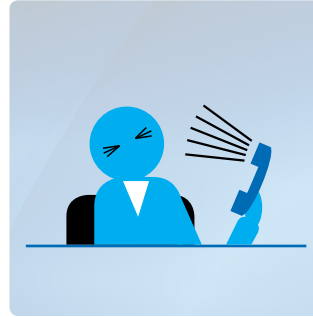## MAKING THE RIGHT SYSTEMS UPGRADE DECISION

THE PROBLEM

Under pressure to maximize cost savings?

Lacking full visibility of your best suppliers?

Receiving regular complaints from employees about their User Experience?

Suffering from purchasing inefficiencies?

ASSESSING YOUR PROCUREMENT IT OPTIONS

As an SAP customer there are invariably three choices available when looking to build a business case to upgrade your existing procurement system:

1. *Upgrade your existing on premise Supplier Relationship Management (SRM) or Materials Management (MM) system to a more recent version*
2. *Migrate to an Ariba cloud procurement solution*
3. *Adopt a hybrid on premise and cloud system whereby your upgraded on premise solution remains in place, whilst leveraging supplier collaboration features of the Ariba Network, hosted in the cloud*

Deciding on the right approach requires guidance from SAP procurement specialists and HCL is expertly placed to assess your current procurement landscape and support the implementation of a new solution or an upgraded version of your current system.

WHY PARTNER WITH HCL?

Already established as a trusted SAP and Ariba systems integrator, HCL is among only a few services organizations to have successfully transitioned clients from on premise implementations to cloud-based Ariba solutions. HCL deploys unique implementation accelerators designed to enable faster and smoother deployment timescales.

Our procurement experts will advise you on the best approach to upgrading your current system, and ensure you get the maximum value you need out of your new procurement solution. HCL will advise on industry best practise processes to eliminate process inefficiencies, whilst maintaining focus on the key elements of the business case throughout your procurement

landscape assessment and any systems implementation that may follow.

What sets HCL aside from our competitors is our integration expertise between SAP and Ariba demonstrated by our template specifications and design documents, plus our ability to quickly advise, establish and enable an end-to-end procurement solution. We can help the business focus on the usability of the system, procurement strategy and supplier engagement by ensuring the system integration and high-level processes are fit for purpose

Over 60 large multinational clients across a number of industries have turned to HCL for IT procurement advice, solutions and expertise.

TAKE HCL'S NEXT GENERATION PROCUREMENT ASSESSMENT

HCL will help you evaluate and simplify your procurement processes. To do this, we are offering a no-cost Next Generation Procurement Assessment tailored to your business, in which we support you to design a procurement roadmap, develop a business case for an on premise upgrade, an Ariba cloud migration or a hybrid approach based upon the offering that is most applicable to your business.

The assessment will cover:

1. High-level assessment of your current procurement landscape
2. Focused session on identification of, and evaluation of weightings for business requirements with your key business and IT stakeholders
3. Post-workshop stakeholder briefing of findings, recommendations and next steps, including key considerations and risks

We will quickly arrive at:

1. A clear and actionable roadmap to determine whether an on premise procurement system or a cloud solution is better for your organization
2. Achievable benefits of the implementation
3. Indicative resource overheads and timescales for each phase

CUSTOMER CASE STUDY

THE CLIENT

HCL successfully implemented a procure-to-pay project at one of the Europe's largest local authorities, employing around 60,000 staff with a €3.5bn annual budget. HCL was instrumental in developing a complete suite of transformation programs impacting the services provided to over 1 million residents and visitors.

THE PROBLEM

- The client consisted of a highly complex organisation, which introduced a vast array of strategic and operational challenges. It was essential for the client to reduce their overall operating costs, whilst increasing their service quality and effectiveness
- Large invoice volumes, paper storage requirements, and little automation of invoice receipt required

large resource overhead and spiralling costs to manage.
- Frequent and high volumes of payment queries received from suppliers
- Large numbers of non-PO invoices required manual approval by budget holders
- Culture resistant to change

HOW HCL HELPED

- Instilled people, process and technology enablers in procurement to minimise non-purchase order payments to suppliers and streamline the invoice receipt and payment processes.
- Implemented purchasing compliance amongst the requisitioning community and invoice scanning to reduce supplier queries and minimise overheads
- Enabled staff with the knowledge and training to handle queries

- Set up Centre of Excellence for Procurement, and enabled the use of online bid/auctions to speed up the process of bid to award. Change to procurement practices to approach tenders in alternative ways such as collaborative tendering.

THE BENEFITS

- Centralised and optimised supporting services for finance and procurement
- Enforced purchasing compliance with minimal training requirements from council staff
- Ability to focus on supporting and developing the business units rather than responding to supplier queries / issues
- Forecast savings of £2 billion (€2.4 billion) over 10 years. 60% of this saving is attributed to procurement optimisation

TAKE NEXT STEP

HCL invites you to undertake our free Next Generation Procurement Assessment to help your analysis of the right approach to better serve your company's procurement requirements.

To learn more contact us at; **integrated.applications@hcl.com**

HCL

ABOUT HCL

With revenues of $6.4bn, employing 90,000 technology experts and operating in 31 countries worldwide, HCL is a leading global technology services provider. HCL assists our clients transform their business and IT assets, deliver complex Systems Integration programs and operate their application and infrastructure estate.

HCL's Systems Integration business works with our clients deliver business outcomes through large IT program delivery. We employ 15,000 systems integration experts. We are established partners with leading enterprise application providers – SAP, Oracle and Microsoft. We also help our clients move to cloud based platforms with Ariba, SalesForce.com, SuccessFactors and Taleo as well as infrastructure re-platforming in the cloud.

Our propositions include:

- *Global deployment*
- *Instance consolidation*
- *Fundamental cost reduction*
- *Target operating model transformation*

- *Benefits delivery*
- *Large programme management*
- *Applications Development*
- *Design, Build and Run services*

TRUE GLOBAL DELIVERY

HCL operates as a single global organization allowing us to deploy consulting teams which leverage proven industry and solution best practices from our offices and delivery centers around the world.

HCL AND SAP

HCL has been a certified partner in the SAP Ecosystem for over 15 years. The HCL and SAP relationship delivers value to our customers through industry focused excellence, innovation, and orchestrated innovation through diverse resources. Our global delivery team of 7,500 SAP experts are recognized as being the most experienced SAP consultants in the market and combine the best local SAP business transformation expertise with world class offshore SAP factory services. HCL is ranked in the top 4 SAP SI's; by Forrester, Gartner & IDC. We are regularly ranked #1 for client satisfaction.

HCL AND ARIBA

HCL have been partnering with Ariba since November 2012 and are an official partner with a global teaming agreement in place since August 2013.

HCL deliver value to customers implementing Ariba and SAP by providing best-practise process knowledge, innovative integration experience and collateral and providing design and integration accelerators such as template design documents and specifications. HCL also have expertise with Ariba projects in assisting or leading on project management, data, change management and training and system development tasks.

Our global delivery team of 500 procurement and sourcing consultants are recognised as being the most experienced consultants in the market and combine the best local procurement and sourcing process and business transformation expertise with world class offshore development services.

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SAP Global Partner

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