

DIGITIZE YOUR SUPPLY CHAIN FOR SUCCESS WITH HCL AND SAP ARIBA SOLUTIONS

Enable the following business benefits of Digital Supply Chain operations with HCL



Reduced costs through automation and fast supplier onboarding



Comprehensive and real-time visibility through the entire supply chain



Collaboration with suppliers and contract manufacturers across source, plan, make and deliver phases

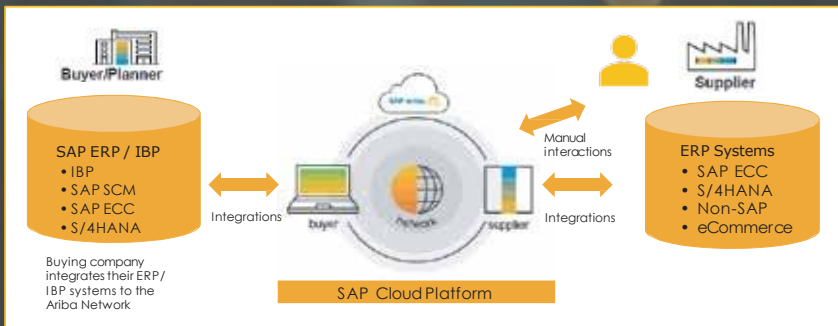
INTRODUCTION

Ariba has long been known as a provider of indirect procurement and sourcing solutions, but in recent years Ariba has been focussing more on direct procurement and supply chain investments within their solutions portfolio. Ariba Supply Chain Collaboration (SCC) acts as the enabling and integration platform for companies who make, distribute or sell products to collaborate and automate transactions with all suppliers and business partners throughout the supply chain. It can be thought of as the transactional integration platform which can encompass the retail

or manufacturing company's entire supply chain ecosystem and then integrate the relevant transactions with each business partner's backend ERP system when needed.

HCL has been at the forefront of advising organizations of the benefits and working with our customers to deploy the Ariba supply chain collaboration platform features and embed them within their business operations. We accelerate delivery and solution understanding by using a pre-configured demo environment to engage with customers.

ARIBA COLLABORATIVE SUPPLY CHAIN SOLUTION OVERVIEW



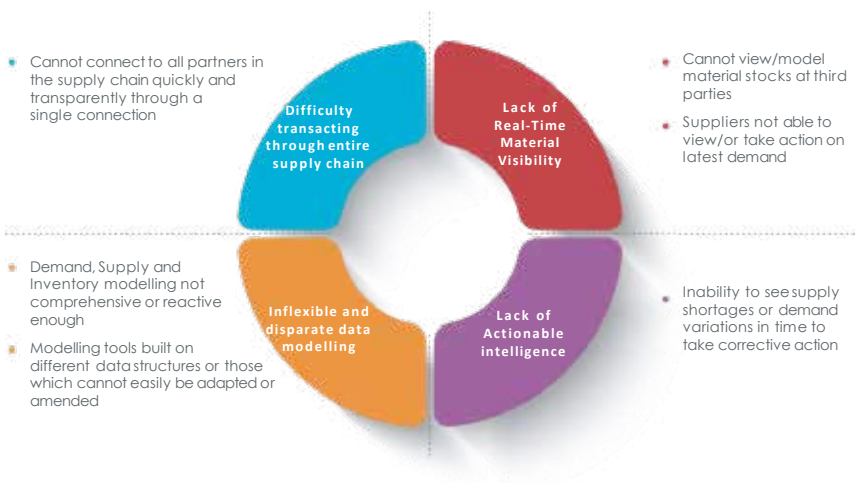
SUPPLY CHAIN PRESSURES

In recent years, there have been various external pressures placed on supply chains, making the operational efficiency of supply chains more important than ever before:



KEY OPERATIONAL PAIN POINTS

HCL recognizes through our extensive experience of SAP SCM implementations the following key operational pain points:



WHAT A TRANSFORMATION WITH SAP ARIBA CAN PROVIDE

Some of the improvements which Ariba Supply Chain Collaboration can bring to your business are shown below. The collaboration platform can provide a foundation from which supplier risk and integrated business planning (IBP) features can be added through other SAP solutions

| What? | How? |
|--|----------------------------------|
| Single and scalable connection to all trading partners | Ariba Supply Chain Collaboration |
| Ability to model, transact, report and monitor through multiple tiers of the supply chain | |
| Full visibility, transparency of orders, material status real-time | |
| Fast and easy supplier onboarding and offboarding | Ariba Supplier Risk |
| Supplier risk identification and intelligence | |
| Optimization of inventory to reduce operational costs, risk of stockouts and delays in customer order fulfilment | SAP IBP |
| Flexible tools for demand and supply modelling and optimization, including leading 'what-if' scenario and forecast prediction algorithms | |

The result is a fully scalable and intelligent cloud platform with embedded automation, machine learning (ML), Artificial Intelligence (AI) and IoT possibilities

ARIBA COLLABORATIVE SUPPLY CHAIN BENEFITS

The solution enables the following tangible and intangible benefits when considered holistically, reduces the risk of non-fulfilment of customer demand to position the enterprise for customer success:

| Intangible Benefits | Tangible Benefits (Business Case Drivers) | |
|---|--|---|
| <ul style="list-style-type: none"> • Easy management of direct materials and supply chain collaboration all in one place • Availability of accurate, real-time and comprehensive transactional information across the entire supply chain • Lower transactional overheads through a single entry point where transactions flow through the tiers of a supply chain | <ul style="list-style-type: none"> • Reduced inventory • Reduced transactional costs • Enforced process compliance • Increased customer order fill rates | <ul style="list-style-type: none"> • Reduced back orders • Reduced supplier onboarding costs • Reduced IT integration costs • Increased productivity of users |

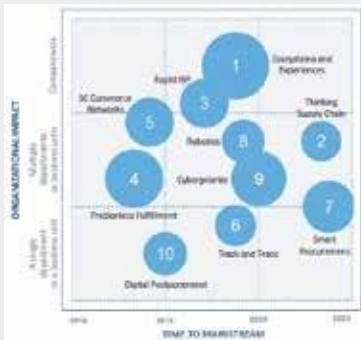
SUPPLY CHAIN COMMERCE NETWORKS - WHAT THE ANALYSTS ARE SAYING

Analysts of Supply Chain Solutions such as IDC and Gartner have recently been extolling the virtues of supply chain commerce networks, of which Ariba collaborative supply chain is one. The table below summarizes some key recent findings:

IDC

IDC has predicted that by 2019, 80% of supply chain interactions will happen across cloud based commerce networks.

The benefit stated is that " this will be dramatically improving resiliency and reducing the impact of supply disruptions by up to one-third"



The Guidance from IDC to supply chain customers looking at the best platform to use for interactions is to 'Look to industry networks and vendor offerings'.

(Source: 'IDC FutureScape: Worldwide Supply Chain 2018 Predictions' - IDC, Dec 2017)

Gartner

Gartner's Demand-Driven Maturity Journey shows leading organisations take advantage of supply networks to be 'more closely aligned with the development of product platforms that enable innovation, agility and responsiveness'



(Source: 'Gartner Supply Chain Top 25 for 2018' – Gartner, May 2018)

Gartner stated their winner in the 2018 High-Tech Manufacturing Supply Chaininnovator awards was recognised due to its 'intelligent supply chain platform that enables near-real-time visibility and speeds its ability to respond to supply chain events across its massive and complex network'. Success depends on 'how effectively supply chains orchestrate their global network of partners to deliver goods and services'

(Source: 'High-Tech Industrial Supply Chaininnovators 2018: The Digital Supply Chain Transformation' - Gartner, May 2018)

The analysts show the trends for companies with leading supply chain operations are to utilise commerce networks, and the use of these networks facilitate supply chain scalability, agility and responsiveness which has never been more important considering the significant pressures and high level of customer-responsiveness is demanded on supply chains today.

A key finding from Gartner in 2018 illustrates the benefits commerce networks bring (of which Ariba Network is the largest business network):

"Digitization represents a step change for supply chains. Increased connectivity and a deeper flow of information enables today's digital supply chains to couple a deeper understanding of customer requirements and supply network capability with the ability to drive actionable decisions and share real-time insights across their ecosystems."

(Source: High-Tech Industrial Supply Chaininnovators 2018: The Digital Supply Chain Transformation' - Gartner, May 2018)

'HOW HCL CAN HELP'

Analysts of Supply Chain Solutions such as IDC and Gartner have recently been extolling the virtues of supply chain commerce networks, of which Ariba collaborative supply chain is one. The table below summarizes key recent findings:

PROVEN PROCUREMENT AND SUPPLY CHAIN PROFESSIONAL SERVICES

BUSINESS CASE DEVELOPMENT

- Opportunity Identification
- Target Operating Model
- Business Case Development
- Scoping, Planning & Costing
- Stakeholder Engagement

OPERATING MODEL SUPPORT

- Global Common Design
- Process Re-engineering
- Organization Re-design
- Technology Design
- Benefits Validation

BPO SERVICES

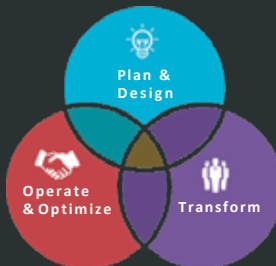
- Program Management
- Solution Configuration
- Development
- Testing
- Change Management
- Training
- Data Migration / Cutover
- Roll-out

BPO SERVICES

- Remote / Offshore BPO Services
- In country operations centers
- Staff transfers

IMPROVEMENT FOCUSED APPLICATIONS MANAGEMENT

- Help Desk
- Operating Systems Management
- Level I, II & III Support
- Legacy System Support
- Continuous Improvement
- Training
- Release Training and Mgmt



ARCHITECTURE OPTIMIZATION

- Architecture Consolidation
- Instance Consolidation
- SOA based Legacy Modernization

OPERATING MODEL SUPPORT

- Supplier Enablement
- Catalog Management
- Spot Buying
- Invoice Management

ENTERPRISE PERFORMANCE MANAGEMENT

- KPI & Measure Design
- Technology Enablement
- Spend KPI Deployment
- Human Performance KPIs

OUR PRACTICE IN A NUTSHELL

- 60+ Ariba, 500+ SAP SCM, 100+ SAP Hybris Consultants
- 25 years experience of web-based procurement implementations, including the first European SAP implementation
- 80+ SAP/Ariba procurement and 100+ SAP SCM deployments
- SCM Innovation through mSAM, DSI evaluator on HANA, iMRO & iSCM
- A Benefits delivery methodology with over \$2billion of delivered Procurement savings
- A Change Management practice that can support changing internal organization structures, roles and responsibilities while also supporting external partner change
- Expertise, IP and proven methodology in evaluating the right SAP/Ariba solutions and long term roadmap based on business requirements and pain points

ARIBA REFERENCES

We have been a partner of Ariba since 2013, and since then have been successfully delivering and supporting Ariba projects. We have experience delivering Ariba projects in isolation or as part of a wider SAP transformation programme.

US FASHION Co.

- Ariba P2P

What did HCL do?

HCL carried out the complex integration work into SAP ECC, including design, build, test and go-live

UK SECURITY SERVICES Co.

- Global Template
- Ariba P2O, Doc Automation, SIM

What did HCL do?

HCL delivered the entire Ariba IT transformation over a 1.5 year period, with business integration support provided by a 3rd party

- Global Template
- Ariba APC, P2O, Doc Automation, Service Order AN integration

What did HCL do?

HCL provided solution architecture, functional consulting, integration consultants and support. We are still assisting with the client's IT roadmap

- Ariba APC, P2P, Ariba Sourcing and Contract Management

What did HCL do?

HCL provided solution architecture, functional consulting, integration consultants and support. We are still assisting with the client's IT roadmap

- Ariba APC, P2O, Doc Automation, Ariba Sourcing, SIPM and Contract Management

What did HCL do?

HCL provided solution architecture, functional consulting, integration consultants and support.

- Ariba SCC

What did HCL do?

Delivery of Ariba Supply Chain Collaboration for SMI with key suppliers

UK FINANCIAL SERVICES Co.

- Ariba Network

What did HCL do?

Solution Architecture and benefits identification for AN integration

Want to know more?

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