

SAP Partnership since 2005,

Status: silver.

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### Customer Successes

- SAP ARIBA:
  - WGV, Germany (Insurance)
  - NN, Germany (Insurance)

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# SAP ARIBA SNAP for Small/Midsized Enterprises (SMEs) in the Cloud

## › BUSINESS VALUE

› Procurement divisions in the finance sector have common challenges on how to achieve data accuracy, increased visibility, and data reliability from mainly indirect spend. On the one hand, there is much pressure to reduce process costs and to contribute to a company's profit. On the other hand, a more profitable and innovative collaboration with suppliers is needed, whilst increasing sustainability. Hence, the demand arises for a cost effective IT-system that utilizes best practices and can be implemented quickly, on time and on budget.

› Specific challenges in the financial services industry are: maintain a high standard of IT, choose from a large numbers of service providers in the market, deliver top service for business divisions and creating a well-organized, international procurement organization.

› First priority is to establish which ERP-system is in place as the backbone and to improve the existing P2P-system landscape for

- Old SAP ERP-system vs. SAP S/4 HANA
- Replacement of SAP ERP (R/3) MM or SRM or other solutions with SAP ARIBA SNAP
- Future integration of suppliers (SAP Supplier Network)
- Horizontal integration with all company functions

› With our unique combination of solutions, technology, data and deep understanding of change management processes you:

- Achieve **accelerated implementation** with P2P specific **pre-configured** solutions (SAP ARIBA and SAP ARIBA SNAP)
- Gain from industry **specific KPIs, data models and analytics**
- Receive **training** on system-integrated standard processes
- Benefit from services to **support change management**

## › QUALIFYING QUESTIONS

- What plans do you have for the digital transformation process in your procurement division in the near future?
- Are you considering changes in the strategic guidelines for your service providers?
  - Do you have strategic opportunities to upgrade the service levels to your customers?
  - How extensive is the purchasing volume you manage with your procurement staff?
  - Which SAP-ERP Backend System and existing P2P System must be integrated?
  - What cost reduction and which efficiency upgrade do you want to achieve?

## › PARTNER OFFERING

DBC was founded as a spin-off by former Deutsche Bank consultants. You benefit from our specific Sales and Retail knowledge in the financial services industry. This knowledge enables us to provide you with a fast and smooth SAP ARIBA SNAP implementation with connectivity to the SAP ERP-backend-system (SAP ERP or S/4 HANA) in the cloud, especially for SMEs. You gain further value when we transform the P2P Business Process to perfectly fit with the SAP ARIBA SNAP & ARIBA Network.

› Instead of only using the core SAP ARIBA scenarios we extended them with business content for SAP Cloud Analytics. Our pre-packaged set of KPIs in combination with the unique ability to connect the existing SAP Landscape with the SAP ARIBA Suite puts you ahead of your competition.

› This deep understanding of your processes is the key to your success in digital transformation.

## › DEMO

- Learn in live demos about SAP ARIBA SNAP and S4/HANA component Sourcing & Procurement
- Explore changes and risk analysis of the ARIBA SNAP Solution for the procurement team
- Understand strategic backgrounds and cases for top management decisions

## › WORKSHOP

› During our free, full-day workshop you are introduced to the SAP ARIBA SNAP solution and receive a demonstration of the product capabilities, functions & features. After a short SWOT Analysis of procurement operations we give you feedback with a first solution implementation recommendation.

## › OUR IMPLEMENTATION ACCELERATORS

- Our **deep implementation knowledge** of SAP ARIBA Product Suite & ERP backend systems leads to results, **precisely tailored** to your needs.
- Experience from multiple implementations allows us to achieve your goals with **higher efficiency** than other partners.
- With our **proven methodology** your implementations are completed faster, **saving time and money**.

## › PROJECT SCOPE AND CUSTOMER PROFILE

› Business Volume

- Average project size: €200k
- Number of joint projects 2018: 2 (actual)

## › Industries

– Financial Services (Banking & Insurance)

## › Detailed Customer Profile

- Company revenue €200m – 500m
- Number of employees 1,000 – 5,000
- Region: D/A/CH
- Current use of SAP ERP Backend (ERP or S4/HANA)
- Replacement of SAP SRM with SAP ARIBA SNAP

## › Target Audience / Buyer

- CEO, CPO, CFO, GM first level for Contact Network
- Head of IT and Head of Procurement with experts
- Procurement employees as influencers
- Real buying persons: vertical in the procurement staff and horizontal in all company divisions

## › Required Solutions and Resources

- SAP ARIBA Buying & Invoicing Partner Edition
- SAP ARIBA Commerce Automation Partner Edition
- SAP ARIBA Cloud Integration Gateway (SAP ERP or S/4 HANA Backend Integration)
- Consulting Services for Processes and Change Management (user training)