# Digitize your Source-to-Pay Process with excelerated Procurement Learning from real world examples

An international food and drink group involved in the manufacture, import and distribution of branded and customer own-brand products, headquartered in the UK, wanted to undertake a comprehensive review of how it could optimize and execute its sourcing process of PPE equipment for a new 5-year supply contract, for use across its European production sites.

#### **Challenges**



A large number of existing suppliers that were difficult to manage



Multiple PPE products being used that conformed to different industry standards



A lack of in-house experience in running RFPs and Sourcing events



Internal resources tied up in other activities, creating delays in starting the project



No existing sourcing solution to support an effective tendering process

### **Targets**



To deliver costs savings of 7.5% against its existing supply contracts



To rationalise the supplier base and award a single sole supplier contract



To drive compliance to a core compliant product list



To complete the entire process within a 4-month time frame

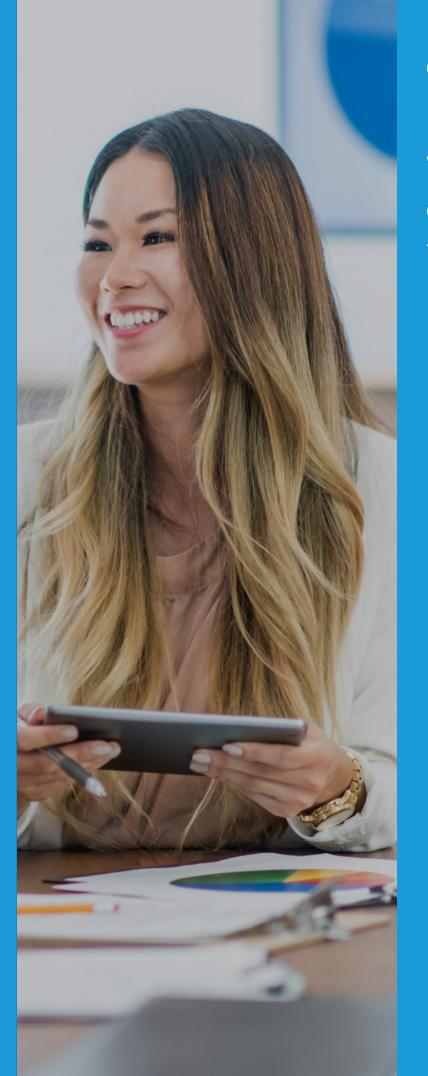




### **Solution**

The company outsourced the management of the end-to-end sourcing process and contract award to excelerateds2p, using the excelerated Procurement – Sourcing solution.

This enabled the customer to access excelerateds2p's SAP Ariba Sourcing SaaS realm in conjunction with SAP Ariba Discovery and the SAP Business Network, delivered by embedded procurement consultants from excelerateds2p to work alongside the customer to manage the initiative.



## The process

Working with the customer in-house team, excelerateds2p established the most effective and efficient sourcing event structure and managed the entire process from identifying potential suitable suppliers through to the final contract award.











## SAP Ariba Discovery Posting

To identify potential new suppliers from over 4m+ suppliers registered on the SAP Business Network:

**666** suppliers notified of posting

**17** existing suppliers responded

**5** new Discovery suppliers invited to participate in the RFP

## RFP Build and Launch

An RFP was built in SAP Ariba Sourcing and event the sourcing launched:

RFP created using Smart Import

**150+** questions incorporated

**84** line items

included
automated and
manual scoring
configured on
questions & line
items

## Supplier Responses

Suppliers were directedto respond to the RFP via the SAP Business Network:

All **22** identified suppliers invited to participate

Suppliers completed and submitted their responses online

All questions managed through online messaging

## Submission Analysis and Scoring

All supplier
responses analyzed
and scored within
SAP Ariba Sourcing,
using sourcing
optimization
scenarios:

Manually graded questions scored by the customer

Optimization
scenarios used to
evaluate bids
against award goals

Scoring reports and results reviewed with the customer

#### Contract Award

All suppliers notified of outcome and contract awarded:

1 supplier selected and awarded 5 year (3+2) contract

**51%** Savings generated (250k GBP)



### **Better business outcomes**



**51%** saving achieved versus the previous contract award (£250k savings)



Created an **EU compliant product catalogue** for use across all production sites



The entire process was completed on-time and within the **target 4-month timescale** 



Accessing **best practice** from the technology used and experienced external resource, remaining engaged throughout the process









Request a demo or proof of concept via our website: **excelerateds2p.com/excelerated-procurement**