



## **Take contract compliance to the next level**

An integrated digital approach to  
transform spending and drive savings

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Contracts are central to how business gets done today. For many organizations, however, complying with the terms and rates of contracts can prove challenging—often because buyers lack visibility into the existence and details of contracts. A lack of effective processes for contract compliance can lead to unnecessary work and costs—and can hinder your ability to get insights on spending.

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# Solutions in sight

With SAP® Ariba® solutions plus Deloitte's proprietary accelerators and assistance, organizations can rapidly transform contract compliance, addressing needs across source-to-contract and procure-to-pay processes. Through digitalization and automation of negotiated contracts, you can more closely adhere to pricing and other terms and limit pricing changes. One big potential bottom-line benefit—savings, through increased spend visibility, enhanced invoice management, and a reduction in unnecessary or rogue spending.



# Reimagine everything with Deloitte

Deloitte can help you reimagine your approach to contracts and contract compliance, helping you activate SAP Ariba solutions for automating, streamlining, optimizing, and standardizing business processes. Our team brings a host of industry-specific capabilities for transforming the way you run your business. We can help you:

02



Build the business case for investing in SAP® technologies



Evaluate commodity managers' targeted savings versus actual performance



Design, deploy, and operate an end-to-end environment for transforming contract compliance, helping you see results quickly



Drive an operating model from a "negotiated savings" culture to a "delivered savings" culture



Integrate SAP and non-SAP systems from end to end, and retool your business processes—to help you get value from new data-driven insights



Rapidly migrate data from existing systems



Systematically create approval loops, renewal notifications, and contract milestone notifications



Manage change, extending from your workforce to your third-party relationships



Evaluate effectiveness of negotiated contracts on a quarterly/yearly basis, to adjust negotiating tactics or change business behavior



Employ a multidisciplinary approach designed to help identify and reduce risks associated with regulations, the supply chain, M&A activities, and more

# Potential results when you work with Deloitte

1

Operate more efficiently and effectively—reducing manual effort and focusing resources on more strategic activities rather than “tactical” buying management

2

Increase information transparency and identify trends sooner, to help you get ahead of issues and opportunities

- Explore data by commodity, organization, or even commodity manager
- See how spending is on-contract or off-contract on a daily basis with real-time PO and contract analysis

3

Realize cost savings thanks to improved contract compliance, **saving potentially 2-5% on indirect spend activities and 0.5-1% on direct spend activities**

4

Streamline the contract creation process

5

Reduce risk in your procurement and finance processes

6

Embed flexibility into your business by enabling real-time adjustment of contracts



# Contract compliance transformation

We can help organizations take some of the rogue spending, inconsistencies, manual efforts, and other inefficiencies out of buying activities. With SAP Ariba solutions and help from Deloitte, you can rapidly begin to transform the picture for contract compliance—by digitalizing, automating, and standardizing your processes, improving insights, reeling in unnecessary spending, and generating savings.



# The Deloitte difference

Deloitte, a recognized leader in finance and supply chain transformation, brings a powerful set of skills and capabilities for helping you reimagine everything—an entire universe of opportunities for new value. Here's a look at some of the things that set Deloitte apart.



A demonstrated track record of helping enterprise leaders get tangible results by leveraging SAP Ariba solutions to automate contract compliance



A “business first” approach that can help align technologies with business objectives



Industry-specific experience, templates, and proprietary accelerators to help you realize value sooner



Global reach, with more than 23,000 professionals focused on SAP solutions



Highest recognition from SAP, with four 2018 SAP Pinnacle Awards, including Partner of the Year for SAP Ariba, SAP S/4HANA®, and SAP Leonardo



Dedicated global finance and supply chain transformation teams employing industry-leading practices



A decades-long relationship with SAP, including a lengthy history of co-innovation



Configured an approach to realize 70-80% spend compliance across an organization

# Let's talk

If improving contract compliance is important for your organization, we should talk.

Contact us to schedule a demo of our solution, get additional insights on digital enterprise transformation, or discuss a specific challenge your organization faces.

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