



Shifting to cloud
Accelerated procurement
transformation

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Nothing lasts forever. It's a fact of life—and a fact that enterprise leaders know well. As more businesses move to the cloud, as stakeholder expectations grow, and as business models evolve, sizeable changes lie ahead for procurement leaders.

For organizations that rely on SAP® technologies such as SAP Supplier Relationship Management (SRM) and SAP E-Sourcing, new SAP technologies and digital platforms offer an opportunity to reimagine the supply chain and accelerate transformation. These new procurement solutions are driven by powerful cloud technology

that offers the potential for simplicity, efficiency, and reliability at a reduced cost of ownership. Here's what you should know about shifts happening for procurement capabilities—and how Deloitte can help you with a digital cloud transformation that brings the potential for new value.

Expectations are running high across the enterprise, and digital transformation is top-of-mind for many procurement leaders. With the latest SAP technologies, organizations have an opportunity to launch new capabilities and explore new value. Deloitte can help.



Time to consider a move?

Across the enterprise, expectations are running high. Everyone, it seems, is looking for a new level of results. For many procurement leaders today, digital transformation is at the top of the list.

What is the modern vision for digital procurement? It's a vision of a scalable, intuitive, cloud-enabled, insight-driven user experience that offers greater collaboration, simplicity, and efficiency—while also offering a lower total cost of ownership. SAP® Ariba® solutions bring the potential benefits of cloud, as well as a robust ecosystem of suppliers. With additional upgrades and innovations planned, SAP Ariba solutions can help organizations operate effectively in tomorrow's agile business landscape, enhance supplier collaboration, support evolving business needs, and address the demands that come with market-driven and technological changes. SAP Ariba solutions also provide a modern user experience and extensive support for procure-to-pay processes.

With mainstream maintenance for SAP SRM ending in 2025, SAP customers have an opportunity to transform their existing capabilities with supported SAP products. For many organizations, the SAP Ariba suite of cloud offerings will be an obvious answer. The suite includes flexible solutions that can help organizations innovate rapidly, thanks to continuous innovations that meet market-driven needs. For SAP SRM or SAP E-Sourcing customers, accelerating the move to cloud means an opportunity to realize value sooner.

The modern vision for digital procurement:

- scalable
- intuitive
- cloud-enabled
- insight-driven
- collaborative
- simple
- efficient



Working together for an efficient move

Deloitte has a long history of helping organizations of all sizes move rapidly to SAP Ariba cloud solutions. Beyond assistance with technology enablement, Deloitte offers help with end-to-end procurement and business transformation. Here's a look at what we can bring to the table.



Working together for an efficient move

A “business first” approach. Leveraging resources such as our cloud applications implementation methodology, we start all cloud and procurement transformation projects by working to understand how your organization operates, how it can operate more effectively, and what it takes to align your business processes with SAP solutions—all to address the unique needs of your organization. We can even help you establish the business case for investing in SAP Ariba solutions, perform full business process mapping, migrate data from existing systems, and then build a model to support ongoing business innovation.

Accelerators and templates. With a wide range of proprietary tools and preconfigured SAP solutions, we can help you get up and running fast—so you can start seeing results and value sooner. We know how to translate existing capabilities into future requirements and solution design—and help clients become more agile.

Industry-specific SAP experience. Deloitte has a long track record of helping organizations across all industries deliver results with SAP solutions. Our relationship with SAP dates to 1989, we have been working with SAP Ariba since 1998, and we deeply understand how to address the dynamic issues and obstacles involved when enabling technologies in the realm of procurement. How well do we know SAP Ariba? Really well. In fact, Deloitte received the 2018 SAP Pinnacle Award as SAP Ariba Partner of the Year (Large Enterprises).

Broad capabilities. Deloitte brings a global network of more than 18,500 professionals who are focused on SAP solutions, providing a full spectrum of services—from big-picture planning and consulting to hands-on technology implementation. And we can help you with challenges, including category sourcing, tax calculation, supplier risk management, change management, and operating model transformation—thanks to Deloitte’s global network of broader services.

Cloud credentials. Our extensive experience implementing cloud solutions—public, private, and hybrid—gives us critical insights for guiding clients through the nuances of moving confidently to the cloud and weaving together new cloud technology with existing systems. Whether it’s purchasing licenses through Deloitte’s certified SAP global VAR alliance or adopting leading practices based on our global cloud transformation experience, we can help you take advantage of all that cloud has to offer.

Four keys that can help unlock value

Deloitte brings the following set of capabilities to a cloud transformation project:

- Business case for transformation
- Business process mapping
- Data migration accelerators
- Project deployment methodology

Acceleration at a glance

A few essential ingredients of Deloitte’s accelerated SAP Ariba approach:



Data templates



User guides



Security guides



Business process controls



Preconfigured objects



Benefits in sight

By working with Deloitte to take the next step for SAP SRM or SAP E-Sourcing and enable SAP Ariba solutions, you can achieve a number of potential benefits. For starters, greater supply chain visibility and more actionable insights can help you to improve strategic decision-making and ultimately customer service. More than that, you can provide your frontline workers and other stakeholders with an intuitive digital experience that can help boost productivity and accelerate the pace of business.

Here's a closer look at other potential benefits you could see.



Transform overall spend management with the power of cloud solutions



Streamline procurement tasks by giving workers an easy-to-use interface, a connected platform, and actionable insights



Drive strategic activities and savings for procurement by integrating SAP S/4HANA® (or other ERPs) and SAP Integrated Business Planning with SAP Ariba solutions



Ensure policy compliance by enforcing procurement purchasing policies through determined buying channels



Continuously innovate thanks to product roadmaps and quarterly functionality updates



Reduce total cost of ownership through automation, shared services, lower data center costs, reduced needs for end-user support, and other savings that can come with cloud



Collaborate more closely and more seamlessly with suppliers—through automation, rapid sharing of information, and simplified transactions



Scale rapidly to meet the growth of your procurement function



Let's talk

If figuring out what's next after SAP SRM or SAP E-Sourcing is a priority for your organization, we should talk. Deloitte's extensive experience at the intersection of business transformation, cloud enablement, and SAP Ariba solutions means we can help you reimagine everything—an entire universe of possibilities—and deliver results that matter.

Whether you want to undertake an end-to-end procurement transformation, plan a bigger digital enterprise transformation with cloud technology, or address a unique procurement issue, we can help. Contact us for additional insights, to schedule a demo, or to discuss a specific challenge you are facing.

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