



## Kinetic Procurement enabled with SAP® Central Procurement

Harmonize Processes. Standardize User  
Experience. Activate Intelligent Insights.

# Kinetic Procurement enabled with SAP Central Procurement

**Harmonize Processes. Standardize User Experience. Activate Intelligent Insights.**

The days of viewing procurement as just a cost center are over. For many organizations across the globe today, cash is still clearly king—and how the procurement function does its job helps determine how much cash flows to the top line and how much stays on the bottom line.

Today, effective procurement is about more than generating savings, boosting efficiencies, and controlling costs. It's about putting the procurement function at the

center of things—to help power tomorrow's supply chain, to keep products and services flowing to demanding customers, and to play a strategic, intelligent role in how the business operates.

The challenge? Unifying procurement and supply chain capabilities across disparate, nonintegrated systems to streamline and simplify processes—and provide a single source of actionable insights.

A solution in sight

Addressing a full range of procurement needs

Intelligent impact: building the business case

Future-facing functionality

Centered on value

Potential benefits

The Deloitte difference

Let's talk



# A solution in sight

Intelligent Spend Management and Central Procurement, enabled with help from Deloitte, bring together a portfolio of SAP solutions to create an integrated, intelligent procurement environment focused on generating new bottom-line value for your business without causing significant change to your existing SAP ERP landscape. Integrated with help from Deloitte—and aligned with your business processes and goals—the solution encompasses:



**SAP Central Procurement—  
for centralized sourcing,  
procurement, and invoicing,  
including centralized analytics**



**SAP Central Procurement  
Integration Framework with  
SAP ERPs**



**SAP S/4HANA®, the digital core  
ERP—for real-time insights and  
transactions, including direct  
spend transactions**



**SAP Fieldglass® solutions for  
contingent labor management**



**SAP® Ariba® cloud solutions to  
enable supplier collaboration  
across Central Procurement  
offerings**



**SAP® Concur® solutions for  
travel and expense**

# Addressing a full range of procurement needs

Deloitte's Intelligent Spend Management and Central Procurement offering can deliver an integrated procurement platform that incorporates robotic process automation for key activities, AI-driven purchasing optimization, cognitive spend management, embedded compliance, precision forecasting, and more—all in a disparate, nonintegrated systems SAP ERP environment, without significant change in the ecosystem.

The solution supports your ability to source goods and services from suppliers at the best value while driving efficiencies in procurement operations, improving supplier relationships, and mitigating risks. When you work with Deloitte to enable Intelligent Spend Management and Central Procurement, you can address needs that touch on every dimension of the sourcing and procurement function:



**Category Management & Spend Visibility**



**Streamline Buying Channels**



**Sourcing Execution and Global Negotiation**



**Contract Execution and Governance**



**Assisted Requisitioning**



**Procurement & Purchasing Policy Compliance**



**Invoicing & Reconciliation**



# Intelligent impact: Building the business case

Enabled by Intelligent Spend Management, Central Procurement encompasses a host of capabilities that can help you:



**Govern a distributed procurement landscape**



**Leverage innovations quickly and adapt to disruption**



**Maintain globally compliant business policies and procedures**



**Migrate legacy systems to a unified digital spend platform**



**Enable agility to rapidly integrate with new business units**



**Get greater visibility into purchasing decisions**



# Future-facing functionality

Intelligent Spend Management and Central Procurement support your ability to:



Enable central requisitioning, approvals, confirmations, and returns



Centralize sourcing to create and manage RFQs, by consolidating requirements from connected ERP systems



Centralize invoice lists in a single hub, with workflows



Manage locally created and back-end requisitions via a central hub—and centrally manage procurement responsibilities



Create, manage, and distribute central contracts



Track central contract consumption and monitor central PO spend



Integrate with guided buying for enhanced user experience

# Centered on value

The Central Procurement component of Intelligent Spend Management and Central Procurement supports an SAP Ariba guided buying experience—leveraging six key capabilities enabled in SAP S/4HANA:



**Central Requisitioning**



**Central Purchasing**



**Central Sourcing**



**Central Purchasing Contracts**



**Central Invoicing**



**Central Analytics**



# Potential benefits

With an integrated suite of SAP solutions and other technologies, Central Procurement can help you unlock a number of potential results, including:

- Enablement of procurement shared services—allowing you to control and manage the procurement processes of distributed environments via a single hub
- Increased compliance, resulting from central governance and workflows
- Ability to scale more readily and integrate heterogenous ERPs as your business evolves
- Intelligently automated processes across the procure-to-pay spectrum, encompassing both direct spend and indirect spend
- A unified, real-time view of data, spending, and savings across categories and business areas
- Reduced off-contract spend, improved negotiations, and more competitive pricing—leveraging the effects of scale
- Improved insights and tools that serve as levers to control spend
- Simplified data, IT, and process landscape
- A single source of the truth for supply/procurement decision-making
- A scalable platform that can help address future disruption and support the “built to evolve” Kinetic Enterprise™
- Greater efficiency and usability in supply/procurement processes
- Cost savings across multiple business areas—from direct materials to vendor transactions
- Greater control of rogue spending
- Reduced supply chain risk
- Improved supplier collaboration and action on discounts
- Enhanced capabilities for business planning, what-if scenarios, spend modeling, and predictive/proactive operations



# The Deloitte difference

At Deloitte, we pride ourselves on knowing your business, not just the technology tools. Our team understands not only how to help you deploy SAP solutions effectively—but how to align those technologies with the way you operate and with your business goals. It's about more than integrating technologies and turning on bells and whistles. It's about deeply understanding the big things and the small things that matter—from specific SKUs to critical supplier relationships—and then prioritizing them to help you make an impact.

**Focused.** Our worldwide team of more than 25,000 SAP specialists brings a tested methodology for creating value with the “built to evolve” Kinetic Enterprise—an intelligent, responsive, cloud-enabled organization powered by a clean core and an inclusive ecosystem of capabilities.

**Experienced.** When you work with Deloitte to transform planning, you get access to our deep industry-specific experience—which grows daily as we help enterprise leaders across the globe solve complex business challenges. Our relationship with SAP dates back more than 30 years, with a lengthy history of collaboration and co-innovation.

**Recognized.** Deloitte has a trophy case full of awards showing that we understand what it takes to help clients deliver real-world results with SAP solutions—earning us the 2019 North America SAP Ariba and SAP Fieldglass Services Partner of the Year (2019) Award as well as multiple SAP Pinnacle Awards, including:

-  SAP S/4HANA Partner of the Year—Large Enterprise (2016, 2017, 2018, 2020)
-  SAP S/4HANA Cloud Partner of the Year—Large Enterprise (2020)
-  The inaugural Digital Partner of the Year Award (2019)
-  Finalist: SAP Ariba Partner of the Year—Large Enterprise (2019)

## Kinetic Procurement enabled with SAP Central Procurement

# Let's talk


If getting ahead of procurement and supply chain disruption is a priority for your organization, we should talk. Contact us to learn more about how we can help you transform your Procurement Organization with Intelligent Spend Management and Central Procurement—so you can effectively enable a “built to evolve” Kinetic Enterprise and address future disruption with confidence. We can provide a demo of the solution in action, share additional transformation insights, or discuss a specific challenge your organization is facing.

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