



Reimagining direct materials spend management

Secure more cost-effective sources,
increase quality, reduce risk

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Managing direct materials spend can be complex—varying greatly by industry and by company. And the challenges you face can range from margin and quality pressures, to rising customer expectations, to ongoing disruption across the supply chain, to ongoing challenges in the markets. These are affecting all industries—and driving a need for greater control of how you manage your direct spend categories.

To address these challenges, end-to-end digital capabilities coupled with deep industry-specific expertise can be a game-changer, helping you move more strategically, operate more reliably, and innovate rapidly. It's time to reimagine direct materials spend management.



The value of transformation

Solutions in sight

Reimagine Direct Materials Supply Management with Deloitte & SAP Ariba

Why Deloitte

Let's talk



The value of transformation

Deloitte deeply understands the direct spend pain points—the issues that keep supply chain and procurement leaders awake at night. Our team can help you address these in a comprehensive way, thanks to an extensive portfolio of Deloitte services and solutions, augmented by our vast experience working with industry-leading companies across the globe.

Working as an extension of your team and employing a “total ecosystem” approach, Deloitte can help you deploy additional technologies and capabilities for enhancing and augmenting SAP® solutions (such as SAP Ariba, SAP® IBP, and SAP ECC or SAP S/4HANA®).

The goal? An intelligent transformation of direct materials spend management—as part of an end-to-end supply chain transformation that spans planning to execution.

The potential benefits for this transformation include:



Reduce costs and improve margins



Better manage product innovation, sourcing, and quality



Improve supply management and planning



Decrease supplier risk



Improve spend and transactional visibility

Solutions in sight

With an approach tailored to your specific industry and the unique demands of your business, Deloitte brings a complete set of services and solutions to support a total transformation of direct materials spend management with SAP® Ariba® offerings.

These also enable integrated, end-to-end supplier management, sourcing and procurement capabilities. We can help you:



Build the business case for investing in direct materials transformation



Identify and prioritize opportunities for new value



Develop an end-state vision and a strategic roadmap



Align your processes with new technologies—to drive business outcomes



Integrate systems from end to end—and help you run them



Accelerate value with preconfigured solutions, industry-specific templates, and proprietary tools



Intelligently automate routine, manual activities with RPA, artificial intelligence, and other digital technologies

Reimagine Direct Materials Supply Management with Deloitte & SAP Ariba

Deloitte provides transformative solutions to key direct spend issues and opportunities

| How can you | Featured Deloitte Services | Featured Deloitte Solutions | SAP Solutions |
|---|--|--|--|
| Reduce costs and improve margins | <ul style="list-style-type: none"> • Directs analytics platform • Design to value and specifications rationalization • Cost modeling and transparency | <ul style="list-style-type: none"> • PRISM™ (directs analytics) • DesignSource™ (specs rationalization) • Digital Supplier Intelligence | <ul style="list-style-type: none"> • SAP Ariba Strategic Sourcing Suite • SAP Ariba Payables (Discount Management) |
| Address supply chain disruptions | <ul style="list-style-type: none"> • Strategic and operational risk and compliance • Model risk management | <ul style="list-style-type: none"> • Supplier Risk Framework • Managed Services (process) • Supply Assurance Control Tower | <ul style="list-style-type: none"> • SAP Ariba Supplier Risk |
| Implement industry best practices | <ul style="list-style-type: none"> • Industry-specific procurement process maturity and design • Procurement operating model transformation | <ul style="list-style-type: none"> • IndustryPrint™ (process mapping) • Industry specific preconfigured solutions | <ul style="list-style-type: none"> • SAP Ariba Strategic Sourcing Suite • SAP Ariba Procure-to-Pay Suite • Integration with industry leading tools (i.e. SAP IBP, O9) |
| Manage product innovation and sourcing | <ul style="list-style-type: none"> • Product strategy and lifecycle • DSpace™ – Deloitte prototyping hub | <ul style="list-style-type: none"> • Intelligent Sourcing • Supplier Onboarding and Integration | <ul style="list-style-type: none"> • SAP PLM • SAP Ariba Sourcing Simulation & Optimization (SS&O) • SAP Ariba Strategic Sourcing Suite |
| Improve spend and transactional visibility | <ul style="list-style-type: none"> • Supply chain analytics and managed insights • Data / AI-based risk management | <ul style="list-style-type: none"> • CogSpend™ (spend analysis and value identification) | <ul style="list-style-type: none"> • SAP Leonardo, Digital Board Room, Data Science • SAP Ariba Supply Chain Collaboration (SCC) |

Why Deloitte

Deloitte can help you deliver on the promise of digital procurement—with a combination of Deloitte services and solutions, SAP offerings, and other technologies from an ecosystem of SAP partners. Our industry-specific resources, deep knowledge of direct spend processes, and extensive experience across all facets of procurement, technology, and business transformation help you see results sooner and respond to disruption faster.



A long track record of helping clients deliver projects on time and under budget



A 30-year relationship with SAP, including a lengthy history of co-innovation



Global reach, with 23,000 business and technology professionals focused on SAP solutions



Highest recognition from SAP, with multiple SAP® Pinnacle Awards for SAP S/4HANA®, the 2018 SAP® Pinnacle Award for SAP® Ariba® Partner of the Year–Large Enterprise, and the 2019 SAP® Pinnacle Award for Digital Partner of the Year



Let's talk

If seeing more value in your supply chain and procurement activities—especially for direct materials—is a priority for your organization, we should talk. We can share additional insights, provide a demo of direct spend solutions in action, or discuss a specific challenge you're facing today.

Contact us to get the conversation started.

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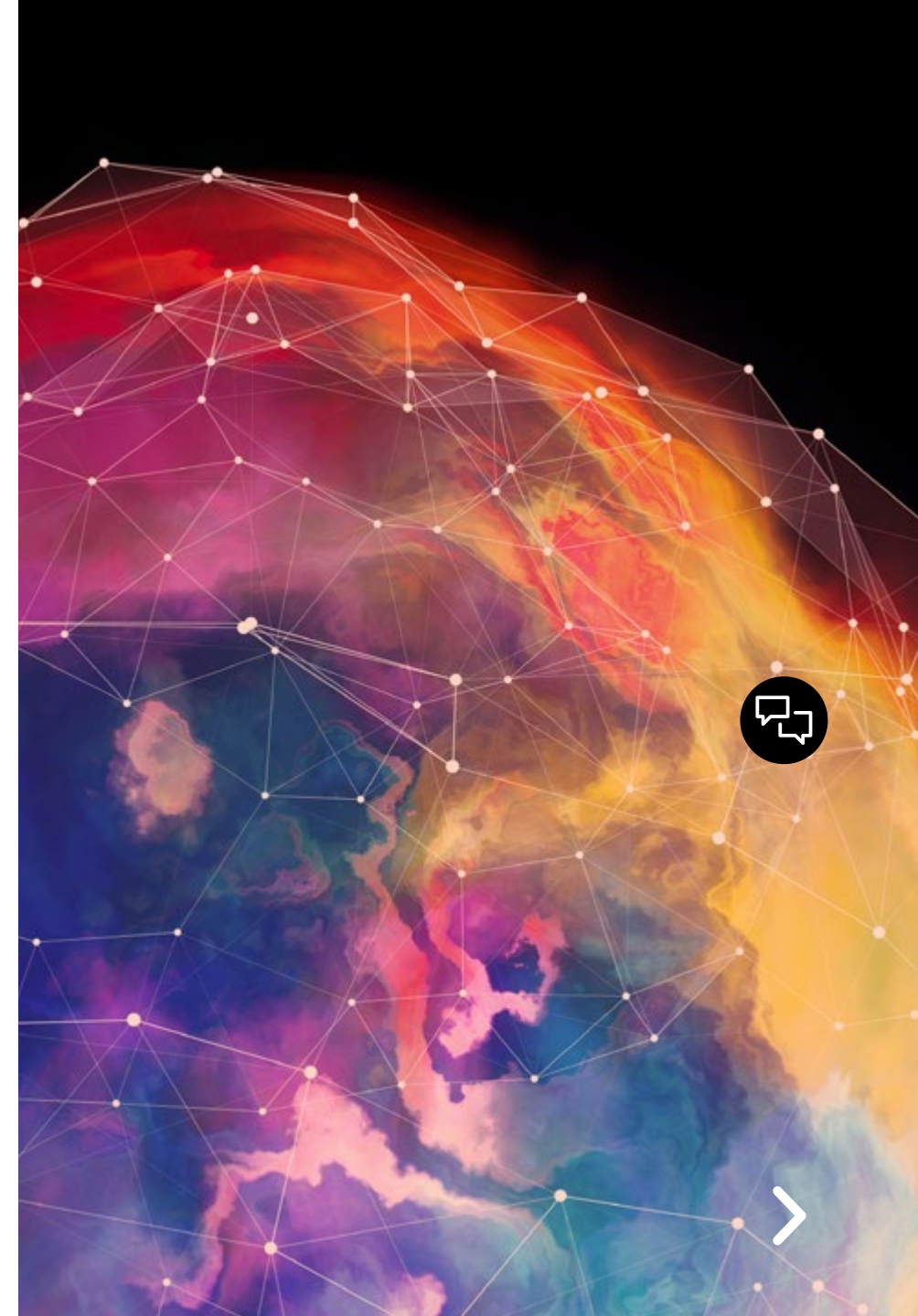
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