

SAP®-based Source-to-Pay Preconfigured Solution

New horizons in sourcing and procurement excellence



What if your organization viewed everything through the eyes of the purchasing team? When it comes to sourcing and procurement, a lot probably would change, especially at a time when operational efficiency has never been more important. For example, it would be easier to cut costs and manage total cost of ownership. Supply risks would be easier to keep under control. Executives would have improved visibility into spending. And that's just the beginning.

This doesn't come as news to any business leader who has been looking for a smarter approach to sourcing and procurement. But it can be remarkably difficult to change the equation when it comes to this key component of cost and risk management—an area in which different parts of the business may be applying entrenched, one-off approaches that have been in place for years, or even decades. That's where our SAP-based Source-to-Pay preconfigured solution can help.

Get there faster

Getting smarter about sourcing and procurement requires improved visibility—and the ability to extend that visibility to a wider group of people. Today, SAP has powerful tools that can deliver on those goals. As a result, business leaders can develop stronger relationships with suppliers. They can improve their ability to forecast what internal customers will buy—and increase their influence over that

process earlier. They can develop a clearer understanding of what the company really spends, to inform spend optimization efforts. And they can deliver products and services to internal customers at a lower cost.

Our Source-to-Pay preconfigured solution packages together the most powerful SAP tools related to sourcing and procurement, making it easier to get laser-targeted capabilities in place—fast.

How we can help

If you're implementing Source-to-Pay based on "on premise" SAP solutions to achieve your goals, Deloitte's preconfigured solution can help you realize the benefits of your initiative sooner. It provides the systems, processes, and business content you need to implement a broad, controlled, and sustainable sourcing and procurement framework that integrates processes and technology.

Deloitte's preconfigured solution's key features include:

- Accelerators to help reduce the time, effort, and risks of implementing Source-to-Pay solutions offered by SAP.
- Document templates, supplier qualification questionnaires, pricing models, and other business content developed from Deloitte's experience in category sourcing, procurement execution, supplier collaboration, and spend management.

- A “lights out” automated transaction factory for sourcing and procurement operations that facilitates the capture of spend and transactional data and supports sourcing and procurement intelligence.
- System connectivity to assist internal users and supplier self-service—including online catalogs, a supplier portal for registration and order management, and electronic document exchange.

The Deloitte solution includes the following SAP components: Sourcing/CLM (Contract Lifecycle Management), SRM (Supplier Relationship Management), SLC (Supplier Lifecycle Management), ECC (ERP Central Component), SNC (Supply Network Collaboration), BI (Business Intelligence)/SPM (Spend Performance Management), and Mobile.

It covers the following key processes:

- Category Management/Sourcing
- Contract Lifecycle Management
- Catalog Content Management
- Operational Procurement
- Invoice Verification
- Supplier Collaboration
- Supplier Lifecycle Management/Registration
- Supplier Evaluation
- Spend Analytics
- Mobile Procurement

The solution can be deployed as part of Deloitte’s broad spend management services, including strategic sourcing, contract management, and spend analysis guidance.

Sourcing and procurement leaders

Deloitte has helped hundreds of clients worldwide with their sourcing and procurement initiatives—improving strategy, organization and governance, processes, and implementing supporting technology solutions (including 150 projects involving Sourcing/CLM and SRM solutions offered by SAP).

Deloitte LLP fields the largest team of spend management professionals in the United States and the second largest in the world through the Deloitte Touche Tohmatsu Limited global network of member firms. Our professionals have helped clients address more than \$100 billion in sourceable spend in recent years—applying our deep experience in 250-plus spend categories. More than 140 of our category-specific initiatives have delivered savings to clients exceeding 20 percent.

Whether it’s sourcing, contract lifecycle management, supplier relationship management, supplier network collaboration, or spend performance management, we can field a cost-efficient project team consisting of on-site, nearshore, and offshore resources.

We also offer a selection of tools to accelerate your implementation, including time-tested process flows, configuration guides, test cases, change management and training material, and project management templates.

Deloitte holds the highest level of strategic alliance with SAP: Global Partner—Services. And in early 2013, we received the SAP North America Partner Excellence Award for “Top Support Services—Technical Quality.” We have deep experience working with organizations as they implement SAP solutions—including the Supplier Relationship Management suite.

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