

**A digital “control tower”
for the procurement function**

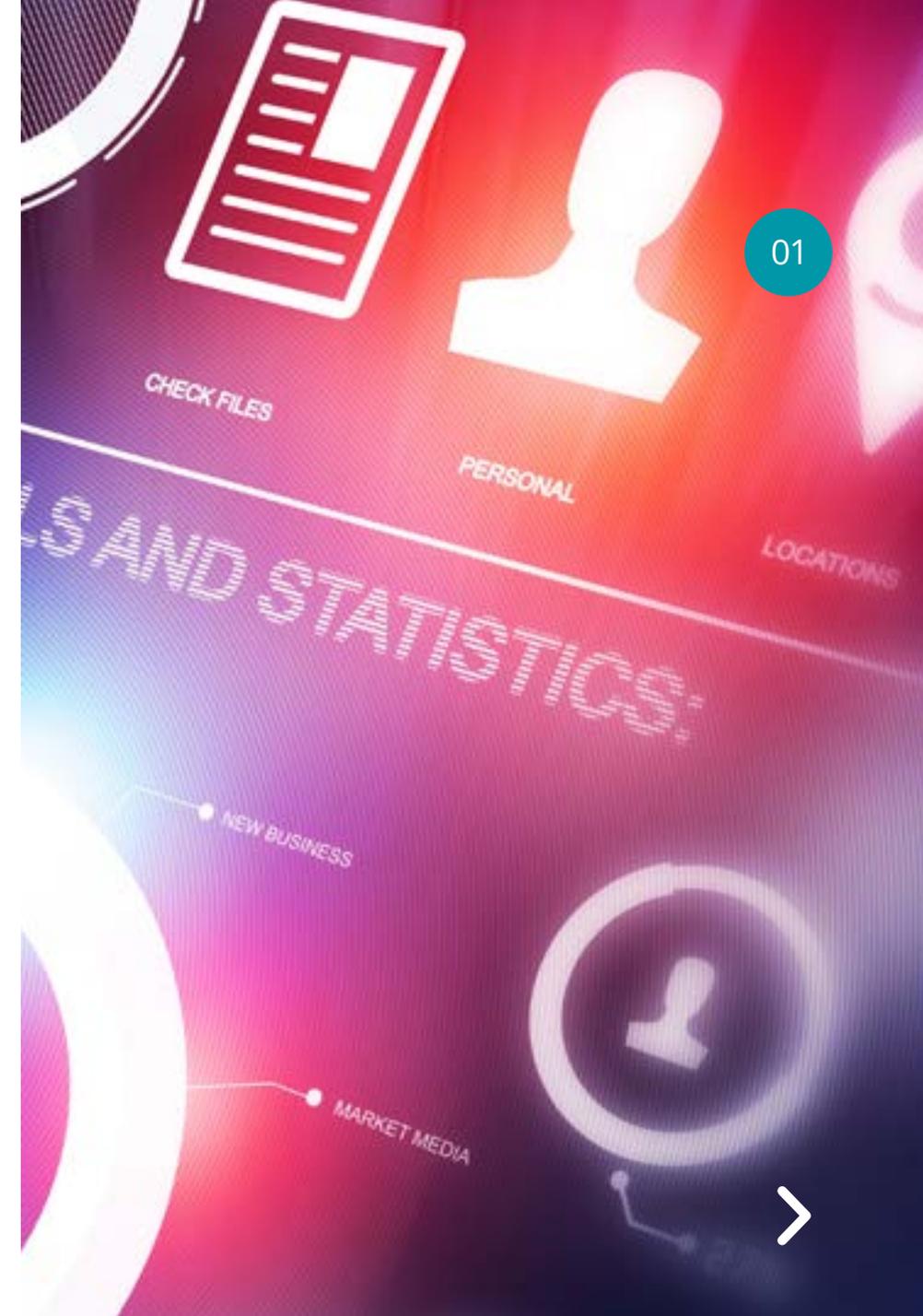
Streamlined, data-driven simplicity
for airline source-to-pay activities

Visibility for value

Across many airlines today, the data picture can be a complicated one. Provide the procurement function with a cleaner, more actionable data picture and you can improve your ability to meet regulatory requirements, operate more efficiently, and improve the customer experience.

For many organizations, however, siloed systems and business complexity make a consolidated data picture for procurement a challenge. And the fact that infrastructure, services, and procedures vary across hubs and stations adds another layer of complexity. To address the issue, some airlines have turned their attention to SAP® Ariba® solutions for procurement.

By working with Deloitte to tightly integrate SAP Ariba solutions with your existing systems and aligning them with your business processes, you can begin to change the game on data-driven procurement activities—enabling you to better manage supplier risk, supply disruption, and supplier compliance.



Destination: savings, speed, safety, simplicity

You can begin to derive new data-driven insights for improved decision-making, streamline procurement activities, increase the quality of data feeding back into your systems, identify opportunities for savings, and respond rapidly to address fast-moving operational needs.

You can begin to see more clearly what you are paying for as you engage with third parties—to see if you are paying appropriately. For example, did you pay extra for cleaning service because there was an incident on a flight, or is the charge in error? Did delays at the gate force you to skip some services, yet you still received an invoice for them?

You can begin to quickly answer questions that help you improve safety—and act on those answers. For example, which aircraft parts are due for replacement, and what's the most effective source for replacing the parts? You also can get a more complete picture for spending, to help you identify your true, overall spending status for a particular item or with a particular vendor—and then use that information to negotiate better terms. Ultimately, you can get a better sense of why you need to procure products or services—to help avoid unnecessary spending and align procurement activities with clear objectives



How we can help

The procurement vision for airlines is a back-office digital “control tower” that provides real-time insights and makes them actionable, integrating them with processes and pushing new data back into systems—to build a common, accurate, up-to-date information picture.

Imagine a procurement system built to deliver a steady and powerful stream of program-relevant information. What will it take to turn that vision into a reality? It likely will take an ability to integrate SAP Ariba solutions, your data, your operational business processes, your existing systems, and new solutions such as the SAP S/4HANA® digital core ERP.

Deloitte can help. We bring a diverse set of capabilities that extend across the business and technology spectrum.

We can help you:

- Build the business case for investing in SAP Ariba solutions and digital enterprise transformation
- Develop a vision of your “to be” state and a strategy to help make it real
- Determine which questions, insights, and functionality are important for your workforce and for your business goals
- Select a mix of technologies and SAP Ariba solutions—including modules for supplier management, sourcing, contracts, compliance, spend analysis, guided buying, and invoice management, —to support your vision of improved supplier management
- Design a meaningful, integrated, data-driven user experience that incorporates elements such as templates for sourcing strategies, item checklists, market baskets, negotiation plans, evaluation metrics, and tools for crafting documents such as RFIs or RFPs
- Identify new opportunities for enhancing savings, productivity, and other efficiencies
- Use operational data to automatically pay for services at negotiated prices instead of waiting for supplier invoices that need to be validated
- Explore opportunities for innovation with tools such as machine intelligence, blockchain, and IoT capabilities
- Migrate data to SAP Ariba cloud solutions
- Perform the hands-on integration required for connecting a host of SAP® and non-SAP systems, while embedding your business processes into a new SAP Ariba-driven environment
- Work with your organization to manage change while also providing ongoing systems maintenance

Bottom-line benefits

When you work with Deloitte to enable SAP Ariba solutions and transform procurement, you can unlock a host of potential benefits. Here's a look at some potential results your airline could see.



Improve your ability to meet regulatory requirements and reporting needs



Enhance safety for flights and associated services



Increase the speed of procurement and your overall operations



Reduce costs by more clearly identifying spending trends, savings opportunities, and new efficiencies



Generate real-time insights to improve supplier management and support decision-making



Provide more streamlined experiences for employees, contractors, flight crews, and customers



Improve the accuracy of your procurement data and the activities that rely on it



Support the finance function by simplifying procurement processes and the data picture



Increase compliance to negotiated contracts



Boost productivity by giving the workforce the modern, intuitive tools that today's workers expect

Why Deloitte?

When you work with Deloitte to reimagine procurement and transform your organization, you get the power of a leading global consultancy with deep experience helping airlines enable SAP solutions.

We know SAP.

Deloitte has a long track record of helping some of the largest organizations 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. We also have earned three consecutive annual SAP Pinnacle Awards for SAP S/4HANA.

We understand the importance of speed.

Acting fast matters more than ever as competition increases and passenger expectations grow. With a wide range of proprietary tools, templates, accelerators, and preconfigured SAP solutions, we can help you get up and running fast with new digital procurement capabilities—so you can start seeing results and value sooner.

We field a powerful team.

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, and regulatory reporting—thanks to Deloitte's global network of firms' broad set of services.

We know procurement.

With practices dedicated to transforming procurement and to helping airline clients reimagine their operations, we bring a powerful line-up of professionals who know your industry's pain points when it comes to source-to-pay needs. From direct materials, to supplier relationship management, to third-party risk management, our team has the experience and the skills to help you reimagine and reinvent the procurement function.

We understand the power of simplicity.

Our “see, think, do” approach to transformation helps ground us in reality—to understand what really goes on with your business, what results will matter most for your organization, and what it will take to deliver those results. It's a “business first” approach that seeks to reduce complexity—not add unnecessary layers of it.

Let's talk

Improving the procurement function with SAP Ariba solutions and assistance from Deloitte can help take your airline to the next level. If transforming your business to address growing complexity is a priority for your organization, we should talk. Deloitte can help you reimagine your processes, your data, your relationships, and everything—and then take action. Contact us to get the conversation started.

SAP@deloitte.com
www.deloitte.com/SAP
@DeloitteSAP

Daniel Haitz
Manager
Deloitte Consulting LLP
dhaitz@deloitte.com

Mike Hansen
Managing Director
Deloitte Consulting LLP
michhansen@deloitte.com
@Mikehansen62

Robert Hills
Principal
Deloitte Consulting LLP
rhills@deloitte.com

Anthony Marino
Specialist Leader
Deloitte Consulting LLP
anmarino@deloitte.com
@a_marinojr

Bruce McQuillen
Managing Director
Deloitte Consulting LLP
bmcquillen@deloitte.com





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