

Deloitte.



The source of value

Procurement executives across the globe continue to see the potential they can unlock throughout the supply chain. They understand that business today is about engaging, collaborating, adapting instantly to evolving needs, and finding new sources of value. Getting that value, however, can prove a challenge.

Deloitte + SAP

Opportunity unchained

In search of answers, many are turning to enabling solutions such as SAP® S/4HANA, a digital core platform that can help streamline business processes and support real-time analytics for decision-making—whether onsite, via the cloud, or via mobile. They also continue to turn to SAP® Ariba® solutions, which provide access to a robust digital marketplace of suppliers, as well as capabilities for supplier management, spend visibility, and related sourcing and procurement execution needs.

Increasingly, many organisations are attempting to align their SAP S/4HANA efforts with SAP Ariba—taking an integrated approach to leveraging insights, identifying new opportunities for value, and simplifying business. Among these organisations, leaders understand that managing a business today has become about more than managing the enterprise. It's now about managing the entire chain of goods, services, and activities that extend from the supplier all the way to the customer and the customer's experience.

The traditional supply chain has transformed into a value chain, in which each step of the business process—from sourcing to sale—represents an opportunity to realise efficiencies, to innovate, and to deliver value.

Making strategy count

Though the vision of new value is clear for many organisations, finding a way forward can prove difficult. Tapping the potential of SAP Ariba and other supporting SAP solutions requires more than vision. It requires strategy, experience, and an ability to execute. It requires help.

With more than 16,000 practitioners dedicated to SAP solutions in our worldwide network, and a leading global Strategy & Operations/Sourcing & Procurement practice, Deloitte stands ready to help businesses on their journey to new value through the use of SAP Ariba and SAP S/4HANA solutions. As an award-winning Global SAP Services Partner and a long-serving value-added reseller for SAP Ariba, we understand the full potential of SAP solutions.

Armed with decades of sourcing and procurement consulting know-how and IT experience, our network of professionals operate at the intersection of business and technology—moving nimbly to help organisations understand risks, refine processes, and then put in place powerful tools to help them reach their business objectives. Our tested methodologies, playbooks, templates, and accelerators for delivering solutions will help you get to results swiftly—in any industry and in any market.

The Deloitte difference

Why collaborate with Deloitte to transform your business with SAP solutions? There are plenty of reasons. Here are a few.

Business focus. Our “business first” approach means we begin with understanding your current business processes, how you can improve them, and how a realigned set of processes can work within a modern SAP landscape to deliver new value for your organisation.

SAP Ariba know-how. We're more than a reseller of SAP software licenses and an experienced SAP implementer. We have a long track record of effective

implementations that pre-date SAP's acquisition of Ariba. We have extensive experience in system integration, with a long history of delivering projects on time and on budget.

Tools for moving fast. We understand that speed is critical. Building on the SAP Activate innovation adoption framework, we use the Deloitte Enterprise Value Delivery for Agile approach to guide your supply chain transformation, using proprietary tools to jump-start and then accelerate the transformation.

Comprehensive capabilities. Our global network of business and technology professionals focused specifically on SAP means we can address needs across the enterprise. More than that, we can customise SAP Ariba, SAP S/4HANA, and other SAP solutions to meet the unique needs of your business.

SAP alignment. We have a lengthy history with SAP solutions—with a global SAP alliance that extends back to 1989. Our long-standing experience plus our ongoing co-innovation efforts with SAP mean we deeply understand where SAP solutions are going. And as recipient of the 2016 SAP Pinnacle Award for SAP S/4HANA Adoption Partner of the Year, we understand how to unlock the solution's value and align it with your procurement activities and your business goals.

To learn how Deloitte can help you leverage SAP Ariba and SAP S/4HANA to discover new sources of value in your procurement process, please contact us at SAP@deloitte.com.