



sapiences2p

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# SAP Ariba Consulting

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Delivering high-quality, digital  
procurement and ERP solutions



# About Us

We believe every company is unique, so every solution also needs to be unique

- Lovkesh Kapur founded SapiencesS2P in 2018 to bring our procurement software configuration skills to the world.
- Using our onshore/offshore model to offer clients the world over access to highly-skilled professionals no matter where they are based, SapiencesS2P makes it possible for every company to enjoy the latest in procurement and supply chain management software.
- Our onshore/offshore model gives clients access to top software talent during both the configuration and support phases of their software deployment.
- Previously we've worked with a range of big-name clients, including tier-1 technology and oil & gas companies.





# Lovkesh Kapur

## Managing Director

- With a background in procurement stretching back almost 20 years, Lovkesh founded SapienceS2P to give clients the sort of high-quality, bespoke service he feels is necessary to get the best results.
- As a key contributor to multiple major procurement programs, Lovkesh is a subject-matter expert in SAP Ariba, SRM and MM.
- Additionally, Lovkesh is adept at change management, and has a wealth of experience in designing, implementing and supporting large procurement software installations.





## OUR TEAM

Our team of technical experts is ready to meet client needs anywhere and everywhere. While we can offer clients a full service remotely, we can also have experts on site rapidly should the need arise (when it's safe to do so).



### Our Core Technical Team

*Our Strong team has many years of combined experience in the procurement sector*

Every team member has worked with big-name companies, and all of them have specialist SAP procurement suite experience.



### Remote Doesn't Mean Far Apart

*Our team may be spread around the globe, but we work closely with each other to get the job done*

Now, more than ever, it's vital for teams to be able to work effectively remotely. This is something we're great at, whether we're working in-house or with our partners.



### What we Look For

*Our flexible structure means we can always make room for the right skills*

We don't let a team member with promising talent pass us by, so we're always on the look out for people with promising skillsets.

## Collaboration

Maximise the skillset across our diverse team and work in close partnership with clients



## Transparency

Professional integrity helps us build trust and long-term working relationships



## Our values

### Communication

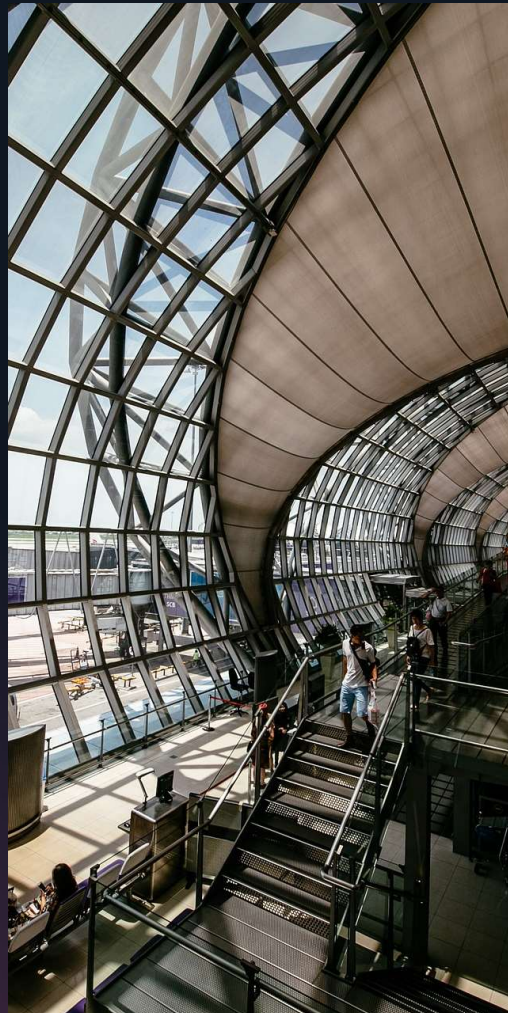
Clear and consistent updates are shared to ensure the successful delivery of every project



### Quality

Always striving to deliver excellence and exceed client expectations across our consulting services





# Today's Procurement Challenges

## What issues are today's CPOs facing?

- Sudden changes in local and global supply chains, economies, and legislation.
- The need for the workforce to be able to access control systems and make decisions from anywhere in the world, including from home and whilst travelling.
- These and other potential problems mean there's a need for increased flexibility in supply chains in order to be certain consumer demands can be met.
- This flexibility needs to include the ability to work around gaps in supply lines, regardless of their cause in order to keep supplies flowing and maintain the economy at every scale.



## **SAP Ariba Cloud**



SAP Ariba is a cloud-based, modern source-to-pay (S2P) procurement management solution.

## **SAP S/4 HANA ERP**



SAP's flagship cloud enterprise resource planning (ERP) software solution, to help your company manage and organize literally everything

## **SAP Cloud Integration Gateway**



We're experts in seamlessly integrating a client's existing systems with SAP's procurement solutions using the Cloud integration Gateway (CIG).

# **Our Core Products**

What are some of the products and services SapienceS2P can offer your organisation?

## **SAP Ariba SNAP**



For smaller companies, Ariba Snap offers a suite of procure-to-pay (P2P) tools to help provide a seamless procurement automation solution.

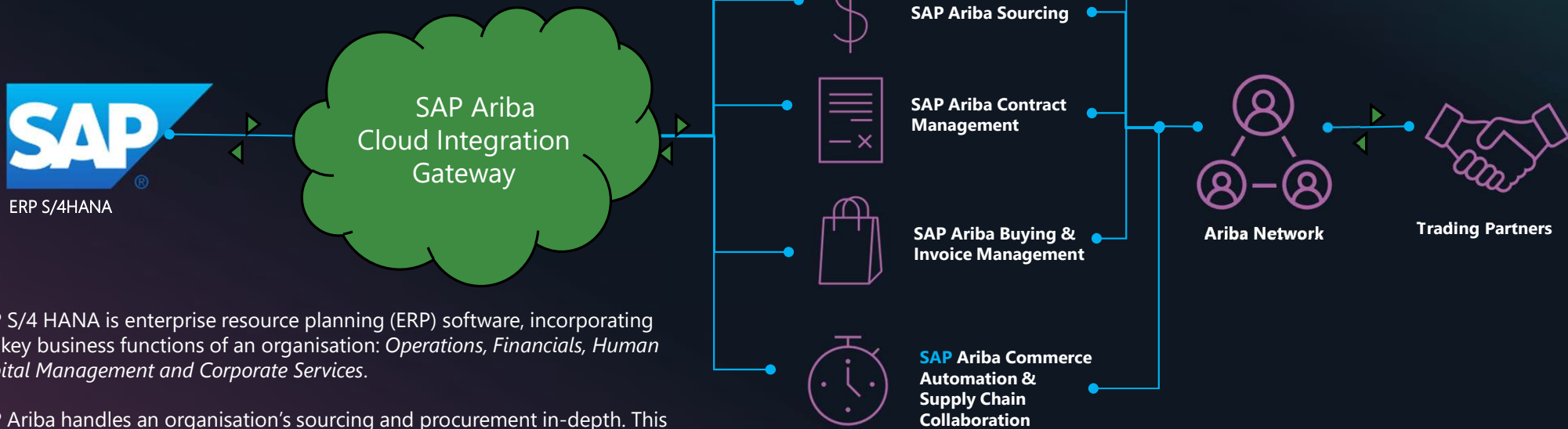
## **Support & Training**



Expert support and training available 24/7 for all customers, and even those who bought their solution elsewhere.

# How do SAP Ariba and ERP solutions work?

## SAP Ariba Cloud Integration Gateway: Buyer-side Integration



SAP S/4 HANA is enterprise resource planning (ERP) software, incorporating the key business functions of an organisation: *Operations, Financials, Human Capital Management and Corporate Services*.

SAP Ariba handles an organisation's sourcing and procurement in-depth. This market-leading platform has the capabilities and infrastructure to provide users with today's procurement solutions, leading to a better buying experience.





## What Makes SapienceS2P Special...

Our core outlook is just the start of what makes working with SapienceS2P bring benefits to your team and ours that you won't find elsewhere.



Our onshore/offshore model gives our partners and clients access to hand-picked talent regardless of how unusual the job is or where in the world you're based.



We offer support and training to companies we've installed software for, and anyone else who has an SAP-based procurement system they need advice or help with.



Our focus on excellence extends from the moment we first contact a new client or partner. The more we know about who we work with, the better our results will be.



Our many years of experience with procurement software in multiple industries lets us offer clients the right solution for them, along with the support and training they need to make the most of it.



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## Current Focus

These are our current marketing campaigns and other ongoing projects.

### Installation & Upgrades of SAP Procurement Software

*Deploying or Upgrading SAP Ariba, Ariba SNAP, S/4 HANA, SAP CIG (Cloud Integration Gateway)*

- Marketing our core installation and deployment services to new and old customers worldwide
- Offering remote configuration, deployment and upgrades (due to the current Covid-19 pandemic)

### Free Advisory Support for 60 days

*Due to the coronavirus outbreak, we're offering new and old clients 60 days of free support on any of the products we work with*

- Helping companies through the pandemic, whilst making sure they're getting the most out of their SAP software is the aim here
- This has to be advisory support, since they would need to sign a contract with us if we were to do any hands-on work with their systems

### Proof of Concept: chatbot interface & rapid deployment procurement solution to help PPE shortage for key workers

*Part of the SAP call for ideas to support key workers during the current pandemic*

- Create a system for managing PPE inventory regionally with a chat bot interface to enable rapid training and deployment
- Aimed at making it easy for managers of hard-pressed key workers to be able to use the product with little or no training
- Will help manage PPE supplies on a local and regional scale

# Case Study I: Overcoming challenges for a FTSE oil and gas company

We used extensive modeling and simulation to make sure our complex back-end integration worked just as well in real life as on the drawing board.

1

## Issue

Our technical team conducted various workshops to gather the specific requirements from key stakeholders and business teams. Through this exercise, they identified that the templates for ANZ region were not compatible for the client's EMEIA based teams.

2

## Solution

The proposed solution was a huge migration project; designing and deploying SAP Ariba CI9 middleware and mapping this to updated third party business tools.

The migration of legacy SAP systems to SAP Ariba cloud platform provides access to all information and data from one centralised platform for their offices around the world, each with country-specific invoicing templates.

3

## Lessons Learned

Back-end systems can generate interface errors, which can lead to latency issues. Additionally, things that seem to work well in the testing phase can turn out to generate errors during the Go Live phase. Careful simulation and testing can help make sure these issues don't make it to the final live deployment.

## Case Study 2: Digital transformation for a Tier-I UK technology company

We were called in to design a modern cloud-based replacement system for a forest of legacy applications that had grown up over the years.



### Issue

The organisation needed to digitally de-commission 70 legacy business applications and deploy an enterprise solution that is accessible for various teams, all from one platform. They also want to have the flexibility to work from anywhere and at any time. The system is expected to improve efficiency, reduce time in processing procurement and minimise operational risk.



### Solution

Our technical consultants decided to implement a cloud-based SAP Ariba and S/4 Hana business system. We conducted a comprehensive scoping exercise. During the exercise, it was identified that their legacy systems, modules, and design will not be compatible. We proposed a re-designed business process with minimal changes, removing any redundant or outdated processes.



### Lessons Learned

With enough care and attention, it's possible to replace large, complex legacy systems with SAP Ariba Cloud and S/4 HANA. At the same time, it's possible to introduce a range of convenient features such as contract management that make Ariba Cloud a much more attractive prospect than staying with a legacy system.

May 2020



# Source and Contract

## Benefits for SAP Ariba users

### Greater visibility and spend under management

**17%** higher spend under management for customers

Up to **91%** of spend under management

### Increased average annual savings

**9.7%** sourcing savings as a percentage of spend sourced

**39%** cost reduction savings

### More efficient compliance

Up to **76.6%** of transactions compliant to contracts

Up to **69%** of spend compliant to contracts

### More effective digital process

Up to **50%** reduction in source-to-contract cycle time

Up to **76%** of contracts stored in a searchable function

### Top-performing companies can achieve:

**5%** Annual sourcing savings per \$1 billion of spend

**50%** Time saved in source-to-contract cycle time

**31%** Faster contract creation

- Information from SAP Ariba customer performance benchmarking

# Buy and deliver

Benefits for SAP Ariba users

## More efficient compliance

**90%** of purchase order spend originating from SAP Ariba contracts

**39%** lower maverick spend for top-performing customers

## More effective digital process

**84%** more POs per FTE

**\$78K** average savings per **10,000** purchase orders processed

## Greater transparency

**57%** higher total electronic PO spend

**39%** higher PO spend on Network

## Top-performing companies can expect:

**67%** **Lower PO processing cost**  
Top performer POs are processed at nearly one-third of the cost

**10K** **POs processed per FTE**  
Top-performing companies process 3x more POs per FTE than average-performing companies

**74%** **Faster PR-to-PO cycle time**

- Information from SAP Ariba customer performance benchmarking

# Change management

Change management is vital to minimise disruption, resolve issues and achieve a successful deployment – which is why we spend so much time getting this right

Enable the business to own and drive change

Engage key stakeholders and offer rewards for business transformation

Equip people to transition to new ways of working

Develop an agreed model to ensure long term sustainment

Due to the scale of this process, it is vital to take account of different organisational structures, cultures and expectations. We have three key objectives for managing change:

Address each company's specific issues for their implementation



Ensure adoption of new business processes through our easy-to-use tools



Efficiently train key stakeholders, providing necessary tools and support throughout



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# THANK YOU!

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