

Enable the following business benefits of digital supply chain operations with HCLTech



Reduced costs through automation and fast supplier onboarding



Comprehensive and realtime visibility throughout the supply chain



Collaboration with suppliers and contract manufacturers across source, plan, make and deliver phases

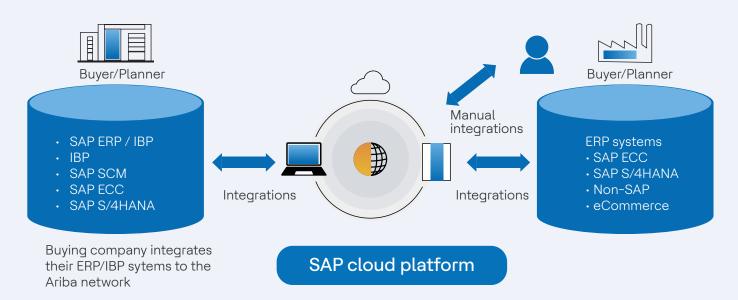
Introducing Ariba Supply Chain Collaboration (SCC)

Ariba have long been known as a provider of indirect procurement and sourcing solutions. In recent years, Ariba have been focussing more on direct procurement and supply chain investments within their solution portfolio. Ariba Supply Chain Collaboration (SCC) acts as the enabling and integration platform for companies who make, distribute or sell products to collaborate and automate transactions with all suppliers and business partners throughout the supply chain. It can be thought of as the transactional integration platform, which can encompass a retail or manufacturing company's entire supply chain ecosystem and then integrate the relevant transactions with each business partner's backend ERP system, when needed.

HCLTech have been at the forefront of advising organizations of the benefits and working with clients to deploy the Ariba supply chain collaboration platform features and embed them within their business operations. We accelerate delivery and solution understanding by using a pre-configured demo environment to engage with clients.



Ariba collaborative supply chain solution overview



Supply chain pressures

In recent years, there have been various external pressures placed on supply chains, making the operational efficiency of supply chains more important than ever before:



- Increased outsourcing/more transactional barriers
- Increased globalization into new and emerging markets make tracking and tax compliance more complex

Key operational pain points

HCLTech recognizes through the extensive experience of SAP SCM implementations the following key operational pain points:

 Cannot connect to all partners in the supply chain quickly and transparently through a single connection

Difficulty
transacting through
entire supply chain
visibility

- Cannot view/model material stocks at third parties
- Suppliers not able to view/or take action on latest demand

- Demand, supply and inventory modeling not comprehensive or reactive enough
- Modeling tools built on different data structures or those which cannot easily be adapted or amended

Inflexible and disparate data modeling

Lack of actionable intelligence

 Inability to see supply shortages or demand variations in time to take corrective action

What a transformation with SAP and Ariba can provide

Some of the improvements that Ariba Supply Chain Collaboration brings to your business are shown below. The collaboration platform can provide a foundation from which supplier risk and Integrated Business Planning (IBP) features can be added through other SAP solutions.

Single and scalable connection to all trading partners

Ability to model, transact, report and monitor through multiple tiers of the supply chain

Full visibility, order transparency, material status in real-time

Fast and easy supplier onboarding and offboarding

Supplier risk identification and intelligence

Optimization of inventory to reduce operational costs and risk of stockouts, delays in client order fulfilment

Flexible tools for demand and supply modeling and optimization, including leading 'what-if' scenario and forecast prediction algorithms

How?

Ariba Supply Chain Collaboration

Ariba Supplier Risk

SAP IBP

The result is a fully scalable and intelligent cloud platform with embedded automation, Machine Learning (ML), Artificial Intelligence (AI) and IoT possibilities.

Ariba collaborative supply chain benefits

The solution enables the following tangible and intangible benefits which, when considered holistically, reduce the risk of non-fulfilment of client demand to position the enterprise for client success:

Intangible benefits

- Easy management of direct materials and supply chain collaboration all in one place
- Availability of accurate, real-time and comprehensive transactional information across the entire supply chain
- Lower transactional overheads through a single entry point where transactions flow through the tiers of a supply chain

Tangible benefits (Business case drivers)

- Reduced inventory
- Reduced transactional costs
- Enforced process compliance
- Increased client order fill rates
- · Reduced back orders
- Reduced supplier onboarding costs
- Reduced IT integration costs
- Increased productivity of users

How HCLTech can help

Analysts of supply chain solutions such as IDC and Gartner have recently been extolling the virtues of supply chain commerce networks, of which Ariba collaborative supply chain is one. The table below summarize key recent findings:

Proven procurement and supply chain professional services

Business case development

- · Opportunity identification
- Target operating model
- · Business case development
- · Scoping, planning and costing
- · Stakeholder engagement

Operating model support

- · Global common design
- · Process re-engineering
- · Organization re-design
- · Technology design
- · Benefits validation

Bpo services

- · Program management
- Solution configuration
- Development
- Testing
- · Change management
- Training
- · Data migration/cutover
- · Roll-out

Bpo services

- · Remote / offshore bpo services
- · In country operations centers
- · Staff transfers

Plan and design Operate and optimize Transform

Architecture optimization

- Architecture consolidation
- · Instance consolidation
- SOA-based legacy modernization

Improvement focused Applications management

- · Help desk
- Operating systems management
- · Level I, II and III support
- Legacy system support
- · Continuous improvement
- Training
- Release training and management

Operating model support

- Supplier enablement
- · Catalog management
- Spot buying
- · Invoice management

Enterprise performance Management

- · KPI and measure design
- Technology enablement
- · Spend kpi deployment
- Human performance KPIs

HCLTech's Ariba capability

- 60+ Ariba, 500+ SAP SCM, 100+ SAP C/4HANA consultants
- 25 years experience of web-based procurement implementations, including the first European SAP implementation
- 80+ SAP/Ariba procurement and 100+ SAP SCM deployments
- SCM Innovation through mSAM, DSI evaluator on HANA, iMRO and iSCM
- A benefits delivery methodology with over \$2 billion of delivered procurement savings
- A change management practise that can support changing internal organization structures, roles and responsibilities, while also supporting external partner change
- Expertise IP and proven methodology in evaluating the right SAP/Ariba solutions and long term roadmap based on business requirements and pain points

Ariba references

HCLTech have been a partner of Ariba since 2013 and since then we have been successfully delivering and supporting Ariba projects. We have experience delivering Ariba projects in isolation or as part of a wider SAP transformation programme.

Us fashion co.	Uk security services co.	Danish utilities co.	Uk postal services co.
· Ariba P2P	Global templateAriba P2O, Doc automation, SIM	 Global template Ariba APC, P2O, Doc automation, Service order AN integration 	 Ariba APC, P2P, Ariba sourcing and Contract management
HCLTech carried out the complex integration work into SAP ECC, including design, build, test and go-live	HCLTech delivered the entire Ariba IT transformation over a 1.5 year period, with business integration support provided by a third party	HCLTech provided solution architecture, functional consulting, integration consultants and support. We are still assisting with their IT roadmap	HCLTech provided solution architecture, functional consulting, integration consultants and support. We are still assisting with their IT roadmap

NZ-based global dairy co.	UK-based life sciences co.	UK financial services co.
 Ariba APC, P2O, Doc automation, Ariba sourcing, SIPM and Contract management 	· Ariba SCC	· Ariba network
HCLTech provided solution architecture, functional consulting, integration consultants and support	Delivery of Ariba Supply Chain Collaboration for SMI with key suppliers	Solution architecture, benefits identification for AN integration

About HCLTech's SAP Practice

To get the best return on your digital investments, you need a partner that doesn't just do SAP right, but does it better. Our SAP practice works seamlessly with HCLTech's digital consulting, engineering services, IoT WoRKS™ and cloud infrastructure practices to design, implement and support tomorrow's integrated, intelligent solutions today. An SAP Global Strategic Services Partner, our 12,500+ consultant base leverages insights, advanced accelerators and industry-acclaimed frameworks to deliver award-winning services from local offices across Europe, Africa, Asia and the Americas.

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