

Achieving Significant Dollar Savings and a Transparent, Open Methodology

Challenges	Solutions	Results	
<ul style="list-style-type: none"> • Difficult times were ahead for the Engineering industry in Dubai due to the global recession—stagnant growth predicted, credit becoming scarce, and ongoing projects were halted in mid spire • Downturn in construction sector forced organization to look at all internal processes • Demand for products far exceeding supply • Stringent specifications and preference for brands specified by external consultants left buyers with limited choice for suppliers • Projects weren't executed cost-effectively due to supply-side obstacles • Increased costs of executing projects due to less-than-optimal sourcing practices 	<ul style="list-style-type: none"> • Combined Ariba Sourcing Professional and Ariba Sourcing Services to deliver a comprehensive strategic sourcing initiative to help effectively manage spend • Identified strong pipeline of sourcing projects in addition to a cross-functional team to execute projects • Initially focused on high spend categories like HVAC equipment, electrical items, Stores Fit out, etc. • Expertise in analyzing spend data, aggregating spend across the enterprise, augmenting the supplier base through supplier outreach, pre-qualifying suppliers by institutionalizing an RFI process, preparing total cost RFQ, using global best practices for sourcing, and using facts and technologies for negotiation 	<ul style="list-style-type: none"> • Spend under management in excess of 34 Mill USD • ~ 6 Mil USD savings identified • Run more than 100 online projects in a year's time • Process standardization • High adoption of technology • Improved process efficiency • Increased transparency in the sourcing process • Knowledge management • Require using Ariba Sourcing for spend exceeding AED 100,000 <p data-bbox="997 1047 1606 1274"> <i>"The downturn in the construction sector forced an inward examination of all our processes, not the least of which was our buying mechanism. The adoption of the Ariba system has transformed our approach to the purchase function. This has led not only to significant dollar savings but also to a transparent, open methodology resulting in increased confidence and deeper commitment of our vendor base."</i> Mr. Vishesh Bhatia, Group Director [EET], Al-Futtaim Group </p> <p data-bbox="997 1274 1606 1502"> <i>"During the current economic situation, adopting the Ariba online sourcing process has helped us in maintaining a fair and transparent procurement system yet achieving cost savings on various opportunities, which is of paramount importance in today's competitive market environment."</i> Mr. Dawood Ozair, Managing Director, Al-Futtaim Engineering, Al-Futtaim Group </p>	<p data-bbox="1606 467 2005 560"> Company Al-Futtaim Engineering Company, LLC </p> <p data-bbox="1606 560 2005 787"> Profile A solution provider to the Construction Industry, this multi-disciplinary organization has been operating throughout the United Arab Emirates and other parts of the Gulf Region since 1974 </p> <p data-bbox="1606 787 2005 917"> Ariba Commerce Cloud Features <ul style="list-style-type: none"> • Ariba Sourcing Professional • Ariba Sourcing Services </p>

