

# Achieving Significant Savings and Efficiencies with End-to-End Sourcing to Settlement Solution

Challenges	Solutions	Results
<ul style="list-style-type: none"><li>• Sourcing, procurement, and contract management were decentralized</li><li>• Individualized spending – making purchases off Internet</li><li>• Not leveraging contracted pricing</li><li>• Sense of urgency around needing a robust tool to enable savings and to control individualized spending</li><li>• Worked with a number of temp agencies and needed to better source that spend to leverage negotiated pricing</li></ul>	<ul style="list-style-type: none"><li>• Conducted extensive RFP/RFQ process; interviewed several vendors</li><li>• Selected Ariba solutions to serve as robust tool for end-to-end sourcing to settlement</li><li>• Created internal supplier enablement team to conduct custom analysis and onboard suppliers</li><li>• Currently implementing Ariba Services Procurement to more effectively source significant temp labor spend</li><li>• Obtained executive management support to drive change across organization</li></ul>	<ul style="list-style-type: none"><li>• On-demand solution up and running quickly to capture savings and control spend immediately</li><li>• ERP system integrated with Ariba for enhanced visibility/data collection and to allow cash and credit card transactions</li><li>• Recognized cost-saves through auctions and competitive bidding</li><li>• Now require all users to leverage negotiated supplier prices and order from same online tool</li><li>• Lines of business can identify specifics about purchases made from non-preferred vendors</li><li>• Invoice automation delivers tremendous value</li></ul>

Company  
BB&T Corporation

Profile  
Offers a complete range of financial services including banking, lending, insurance, trust, and wealth management solutions

Ariba Commerce Cloud Features

- Ariba Sourcing
- Ariba Procure-to-Pay
- Ariba Spend Visibility
- Ariba Contract Management
- Ariba Supplier Performance Mgmt.
- Ariba Travel and Expense
- Ariba Services Procurement

