Avery Dennison: Redefining Procurement for the Digital Age with SAP® Ariba® Solutions

Though they may not realize it, millions of people around the world use products from Avery Dennison Corporation every day. A global leader in labeling and packaging materials, Avery Dennison manufactures everything from wine labels to road sign materials. In the past, Avery Dennison had multiple procurement systems in place across the company. Operating in more than 50 countries, procurement processes were disparate and different geographies all had their own way of working. This resulted in a lack of transparency, while predominantly manual processes often led to inconsistencies.

To centralize, standardize, and automate procurement processes, Avery Dennison introduced a single platform based on SAP® Ariba® solutions. Today, procurement teams in corporate offices and pressure-sensitive businesses use standard workflows, greatly increasing visibility and eliminating the risk of human error. Plus, automation and paperless processes are saving considerable time, money, and effort.
**Avery Dennison packs a procurement punch**

**Company**
Avery Dennison Corporation

**Headquarters**
Glendale, California

**Industry**
Mill products – label and packaging solutions

**Products and Services**
Pressure-sensitive adhesive materials, apparel branding labels and tags, RFID inlays

**Employees**
>25,000

**Revenue**
US$6 billion

**Web Site**
www.averydennison.com

**Objectives**
- Centralize all procurement activity
- Build a robust, sustainable procurement platform
- Digitize and automate paper-based processes to maximize efficiency
- Reduce the risk of human error and fraud
- Streamline and accelerate the invoicing cycle

**Why SAP® Ariba® solutions**
- Fully integrated source-to-pay solutions
- One of the biggest players in the sourcing and procurement software market

**Resolution**
- Deployed the SAP® Ariba® Buying and Invoicing, SAP Ariba Sourcing, and SAP Ariba Contracts solutions along with e-invoicing solutions
- Standardized procurement processes in North America and Europe with SAP Ariba solutions
- Eliminated the risk of human error and significantly lowered the risk of fraud by automating workflows
- Introduced the mobile app, enabling employees to work on the go

**Future plans**
- Roll out SAP Ariba solutions across Asia, Latin America, the Middle East, and Africa
- Increase the number of transactions managed through SAP Ariba solutions in Europe to 70%

"With SAP Ariba solutions, we have completely transformed procurement at Avery Dennison. Previously, paper invoices and purchase orders would be sent back and forth between offices for approval and payment. Now, everything is done digitally, saving us considerable time, money, and effort."

Maarten Eddes, Global Business Process and Systems Manager, Avery Dennison Corporation

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**87%**
Of purchase orders managed through the SAP Ariba solutions in North America

**5 days**
To process invoices, compared to 23 days in the past

**400 hours**
Estimated time saved per week by buyers and AP from reduced match exceptions and answering supplier queries