Procurement and finance are working hand in hand to transform their source-to-pay process at many companies. But real digital business transformation requires a catalyst for change—an executive that can evangelize the need for an overall enterprise IT strategy and a flexible, scalable, integrated IT platform. It requires CIO leadership.

Set a higher bar for collaboration with your CPO and CFO—it’s the key to a successful business transformation.

**Four Steps for Successful Collaboration**

1. **Understand the business needs.** Do more than listen to the objectives of the procurement and finance organization. Comprehend them to such a degree that your colleagues would trust you to be their spokesperson.

2. **Agree on business outcomes.** Collaborate on a business case and common key performance indicators that reflect each department’s needs and challenges.

3. **Select technology together.** Your project will require infrastructure definition, blueprinting, solution selection, deployment, rollout, and continuous development. Close collaboration is a must at every step.

4. **Create common ground.** Business transformation is not about aligning fragmented point solutions. Instead, move to a shared technology platform for procurement and finance. Cloud solutions and business networks that include supplier connectivity and collaboration make it possible for businesses to run live and make decisions in the moment.

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**What’s in It for You. And Her. And Him.**

As CIO, when you work closely with procurement and finance executives to build an integrated source-to-pay solution that supports your transformation journey, everyone wins.

<table>
<thead>
<tr>
<th>CIO benefits*</th>
<th>CFO benefits*</th>
<th>CPO benefits*</th>
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</thead>
<tbody>
<tr>
<td>Simplified connectivity and collaboration with suppliers</td>
<td>Up to 98% automated, touchless invoice processing</td>
<td>50%–75% faster procurement transaction cycles</td>
</tr>
<tr>
<td>Simplified IT infrastructure for greater agility and faster innovation</td>
<td>50% improvement in discount capture with suppliers</td>
<td>&gt;90% fully automated (“touchless”) transaction processing</td>
</tr>
<tr>
<td>Simplified user experience to drive adoption</td>
<td>20% faster payment cycles</td>
<td>1%–8% in spend savings</td>
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<tr>
<td></td>
<td>Higher compliance for less risk</td>
<td>60% improvement in order accuracy</td>
</tr>
</tbody>
</table>

**Overall business benefits***

- 45%–60% reduction in transaction error rates
- 60% lower operating costs
- Higher adoption
- Infinite scalability as the business grows
- Real-time visibility into procurement and supplier performance

*Based on SAP Ariba customer benchmarking studies

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**Learn More**

To learn more about how collaborative CIOs are working with procurement and finance, listen to our [podcast](#).

With the right solutions in place, such as cloud-based SAP Ariba solutions and the Ariba Network, the business results of collaboration can be tremendous. See how SAP Ariba solutions help IT.

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**Customer quotes from an SAP Ariba Live presentation and radio podcast on the alignment of IT, finance, and procurement**

- “The emergence of business commerce networks—which work as a hub for buyers and suppliers to communicate, collaborate, and stay connected—is delivering immense benefits.”

**The Collaborative CIO**

**Your Quick Guide to Working with Procurement and Finance**

**Where’s the CIO?**

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