

# The World Depends on Digitalization of Procurement and Supply Chains

Consumer Products Companies Demand It. SAP® Ariba® Solutions Deliver It.

## THE FUTURE OF THE CONSUMER PRODUCTS INDUSTRY REQUIRES SIMPLIFICATION

In the digital consumer products economy, simplification and business innovation matter more than ever. To keep up with consumers and succeed in today's consumer products industry, you need an intelligent spend management solution that enables new business models and delivers personalized outcomes to:

- Maximize visibility of all (direct, indirect, and services) spend and turn data into actionable intelligence
- Engage suppliers digitally to proactively use and predict consumer demand and adjust production
- Accelerate order fulfillment across geographies through a flexible supplier network to respond to individualized lot-size production

When it's time to digitalize your business and run at your best, trust SAP® Ariba® solutions designed for the consumer products industry.

## HOW DO SAP ARIBA SOLUTIONS HELP WITH THIS NEW REALITY IN THE CONSUMER PRODUCTS INDUSTRY?



### Direct Spend Sourcing

Help cut time to market and reduce costs in your raw materials, components, and contract manufacturing spend by engaging sourcing earlier in the product development cycle and integrating with engineering and procurement systems.



### Direct Spend Optimization

Leverage market benchmark data, advanced predictive analytics, simulation, and optimization capabilities to efficiently enable targeted direct material price renegotiations and make intelligent business award decisions.



### Multitier Supply Chain Collaboration

Enable collaboration with tier-one suppliers (and beyond) on supply chain planning, execution, and quality processes, including supplier onboarding and ongoing support.



### Risk Management

Use real-time visibility to actively monitor risk in your supply base to avoid costly disruptions, protecting your brand and the consumer.

## KEY FACTS

**>14,100**

Consumer products companies in 134 countries that are innovating with SAP solutions\*

**98%**

Portion of the top 100 most-valued brands in the world that run SAP solutions\*

**US\$5.6 billion**

Spend from consumer products companies flowing through Ariba Network\*

## CUSTOMERS

[Dole Food Company](#) cuts PO processing from weeks to hours  
[Grupo Herdez](#) significantly cuts costs from direct and indirect spend  
[DuluxGroup](#) achieves their goal of being a paperless factory

## LEARN MORE

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## WHAT ARE THE BENEFITS?

With SAP Ariba solutions, consumer products companies can expect:

- Strategic benefits: increased supply chain agility for faster time to market
- Risk and compliance benefits: enhanced product compliance and better-qualified sources of supply at lower cost
- Measurable benefits: reduced inventory levels, improved working capital, and lower off-balance-sheet liabilities to protect margins in highly competitive markets

## WHY SAP ARIBA SOLUTIONS?

Digital technology is changing procurement and supply chain processes. Leading consumer products companies can respond quickly and profitably to volatile demand and supply. Real-time consumer products companies can be reimaged with Ariba Network, our business-to-business network, and SAP Ariba solutions, next-generation software, to deliver on this new reality and to determine what to make, when, and how.

\*SAP Fast Facts