

# Integration Best Practices

From engagement to allocation, integrating with SAP Ariba will help you optimize your processes and run more efficiently.

What does it take to achieve integration success? Follow the best practices below and learn how other companies have successfully integrated their systems, leading to automated and streamlined operations.

## 1. Engage

Find the C-Suite champion who understands the value of integration and can advocate across the organization to win buy-in and ensure success.



“ You have to build up a small group of people who take care of your integrations. ”

Martin Meyer, Head of E-Procurement Services, Bechtle AG

## 2. Allocate

Ensure integration success by allocating the right team who can ably react and respond to the tasks at hand.

# 1.5 FTEs

For every 45 supplier integrations



Project Lead



QA Tester



Technical Specialist

## 3. Assess

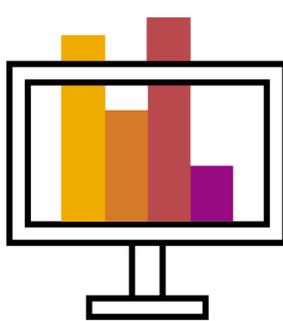
Thoroughly assess the scope early, establish requirements up front, and then keep them consistent throughout.

“ Knowing what you want to achieve when you first set out on the project is probably the number one priority. ”

Tom Barney, Senior E-Business Manager, Insight



Develop a plan with facts, not guesswork



## 4. Drive with Data

Use data to drive your project roadmap to keep a clear understanding of needs and limits such as supplier categorization, catalog strategy, and regional distinctions.

## 5. Evaluate

Ensure the success of your integration by qualifying and prioritizing suppliers carefully.

Start with experienced suppliers or those with significant strategic value to help you achieve faster time to value.



## 6. Communicate

From procurement requirements to suppliers' capacity, collaboration and communication are key to the success of any integration.

“ It's important for buyers to communicate to suppliers what their needs are, and it's important for suppliers to communicate to buyers what their capacities are. ”

Musya Brod of B&H Photo, Video, and Pro Audio

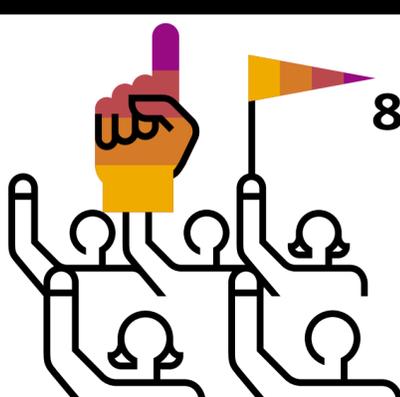
## 7. Keep it Clean

Maximize cost savings and integration efficiency by ensuring your master data is clean BEFORE you start.



- Clean units of measure
- Clean bill-to/ship-to addresses
- Clean item entries

Drive compliance with a carrot, not a stick



## 8. Encourage

Gain supplier buy-in by highlighting the benefits of integration and offering appealing incentives to encourage compliance.

# Achieve Integration Success

Interested in learning more? Read our article for more details about best practices for building a successful integration plan.

[Learn More](#)