

Run Simple, Buy Simple

Streamline Procurement and Optimize Expense and Merchandise Spend with SAP® Ariba® Solutions for the Retail Industry



The future of retail requires simplification

In the digital retail economy, simplification and business innovation matter more than ever to maintain pace with consumers. To succeed in modern retail, you need a unified, comprehensive solution that gives you the information, real-time insights, predictive analysis, and logistics flexibility to:

- Source, contract, and procure in a way that ensures compliance across all spend categories
- Address immediate consumer needs by leveraging responsive procurement networks
- Track merchandise across the value chain for end-to-end transparency

When it's time to remove complexity and Run Simple, trust SAP® Ariba® solutions designed for the retail industry.

How do SAP Ariba solutions help with this new retail reality?

Greater Control with the Internet of Things



Leveraging real-time data from sensors in logistics to avoid stock-outs and loss of revenue.

Improve Forecast Accuracy



Delivering forecasted demand across the entire supplier base for increased accuracy, confirming the right merchandise is delivered to the right location at the right price.

Take Days Out of Inventory



Connecting internal merchandising and ordering systems with Ariba Network for better control, visibility, and supply chain agility.

Reduce Expense Spend



Driving effective category management with ongoing sourcing events to ensure quality merchandise at the most competitive pricing.

Mitigate Risk with Merchandise Suppliers



Using real-time visibility to actively monitor and manage risk in your supply base to avoid costly disruptions and help ensure business continuity.

Increase Margins



Integrating country-specific payment capabilities to free up working capital and take advantage of dynamic discounting.

What are the benefits?

With SAP Ariba solutions, retailers 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 retailers can respond quickly and profitably to volatile demand and supply. Real-time retail companies can be reimagined 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 merchandise to buy, when, and how.

The value of simplification

47%

Higher average annual savings for retailers that have more-mature sourcing processes*

13%

Lower procurement cost where procurement plays a strategic role*

Customer spotlight

- ▶ [American Eagle Outfitters](#) stays on trend and on budget
- ▶ [Groupe Auchan](#) gains control over strategic spend

Let's work together

- ▶ [Benchmark your performance](#)