

# How Can Digitalizing Spend Processes Facilitate and Optimize Supplier Collaboration?

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## Supporting high-quality window manufacturing and sales operations in more than 40 countries

The Danish company VELUX Group, a member of VKR Holding A/S, provides an extensive line of premium roof windows and skylights for customers around the world. The company is renowned for its mission of creating better living and working environments, and does so by better enabling manufacturing across 17 global production sites. But VELUX wanted to further **streamline and integrate supplier collaboration processes**. So it sought to continue its digital supply chain transformation and enable intelligent and efficient supplier interactions.



## VELUX integrated and enhanced supplier collaboration processes, **improving efficiency and streamlining interactions.**

With **SAP® Ariba® solutions and Ariba Network**, VELUX was able to:

- Digitalize, integrate, and simplify supplier collaboration
- Accelerate onboarding by limiting use of electronic data interface connections, cutting time from 10 to 6 weeks
- Get advanced shipping notices and help ensure reliable delivery dates
- Increase transparency into supplier performance
- Save one hour per day across eight sites by not having to rekey data
- Automate 64% of 20,000 monthly order lines through Ariba Network
- Facilitate adoption by continuing to meet supplier requirements for existing purchase orders in Adobe PDF format
- Improve procurement efficiency, enable schedulers, and reduce replanning and cancellations
- Gain insight and knowledge to improve purchasing negotiations
- Take a more proactive approach to daily business activities
- Integrate SAP Ariba solutions with its existing SAP software implementations

“Our implementation went smoothly with few issues, and we are conducting transactions with **more than 200 of our vendors** using Ariba Network. Now, we can count on process improvements, reliable delivery dates, and time saved.”

Philip Melchior, Senior Director, Supply Chain Planning and Logistics, VELUX Group (a member of VKR Holding A/S)

SAP Ariba 



**VELUX®**

VELUX Group  
Hørsholm, Denmark  
[www.velux.com](http://www.velux.com)

Industry  
Mill products

Employees  
10,200

Revenue  
€2.6 billion  
(VKR Holding A/S)

Featured Solutions and Services  
SAP Ariba Supply Chain Collaboration for  
Buyers solution, SAP Ariba Commerce  
Automation solution, and Ariba Network

THE BEST RUN 

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