





## Company

Atos SE

## Headquarters

Bezons, France, and Munich, Germany

## Industry

Professional services – digital services

## Products and Services

Consulting and systems integration services, managed services and business process outsourcing, cloud operations, Big Data and security solutions, and transactional services through Worldline, the European leader in the payments and transactional services industry

## Employees

>90,000

## Revenue

€11 billion

## Web Site

[atos.net](https://atos.net)

# Executive overview

## BUSINESS TRANSFORMATION

### Objectives

- Increase visibility of strategic sourcing and procurement activity across the group
- Reduce overhead in the accounts payable function
- Improve collaboration with suppliers
- Facilitate integration of newly acquired companies

### Resolution

- Implemented a complete suite of SAP® Ariba® solutions for compliance and control
- Enabled group-wide insight into sourcing and spend
- Reduced manual processing of purchase orders and invoices

### Benefits

- Greatly improved visibility of group sourcing activity
- Standardized and automated procurement processes
- Reduced administrative workload by 70% to 80%

[Read more](#) ▶

## €4.7 billion

In spend managed through the SAP ERP application

## 80%

Reduction of paper purchase orders and invoices

## >200

E-sourcing events executed per year

“We standardized, simplified, and automated our procurement processes and now have full visibility of our entire system thanks to SAP Ariba solutions.”

Peter Hobday, Deputy Chief Procurement Officer, Atos SE

Executive overview

**Company objectives**

Resolution

Business transformation

Future plans

# Integrating new acquisitions successfully

Headquartered in Bezons, France, Atos is an international leader in digital services. The company is growing rapidly, and recently incorporated several new companies into its group structure. With its most recent acquisition, the group now employs more than 90,000 people in more than 70 countries and reports an annual revenue of €11 billion.

“With so many new acquisitions, we knew that we needed to introduce a standardized procurement model in order to keep track of sourcing activity across the group,” says Peter Hobday, deputy chief procurement officer at Atos. “We wanted to establish group-wide visibility of procurement activity in order

to better track and optimize spend while ensuring effective communication with our vendors.”

The procurement organization measures success based on its ability to control a tight budget, which is set every six months. It has 15,000 vendors, produces around 250,000 purchase orders, and runs over 200 e-sourcing events each year. Procurement teams across the group handle an average of 15,000 shopping carts per month. Without a comprehensive overview of procurement activity, there was no way of effectively managing or optimizing sourcing and spend across the company.

---

“Atos has grown massively in the last four to five years, and we needed a standardized procurement platform rather than a collection of tools inherited from acquired companies.”

Peter Hobday, Deputy Chief Procurement Officer, Atos SE



Executive overview

Company objectives

**Resolution**

Business transformation

Future plans

# Automating procurement with a standardized platform

Representatives from Atos' IT, finance, and procurement departments devised a strategy that centered on simplifying, standardizing, and automating existing processes. The goal was to gain greater visibility across the group and reduce the costs of the end-to-end procure-to-pay (P2P) process. Atos also wanted to modernize its contract database, catalog, supplier relationship management, and e-sourcing tools for improved functionality.

Atos chose to deploy the SAP® Ariba® Sourcing, SAP Ariba Contracts, SAP Ariba Supplier Information and Performance Management, SAP Ariba Catalog, Ariba PO Automation,\* and Ariba Invoice Automation\* solutions. It now uses a single platform for all procurement activity across the group, and it uses Ariba Network to manage POs and invoices, digitizing previously paper-based processes.

Already a user of the SAP ERP application and the SAP HANA® platform, Atos rebuilt and integrated its existing SAP Business Warehouse application and SAP BusinessObjects™ business intelligence solutions. This enables procurement teams to run standard reports on expenditure by country, legal entity, category, and vendor quickly and easily. SAP Ariba Supplier Information and Performance Management reports help Atos manage and track supplier information and performance more effectively than before.

Hobday is pleased to note, "We can now see exactly where and when each of our 15,000 monthly shopping carts is being requested and how far it has gone through."



\*No longer available as an individual product, but some features and capabilities may have been rolled into other SAP Ariba offerings.

Executive overview

Company objectives

Resolution

**Business transformation**

Future plans

# Raising standards and identifying areas for improvement

By rolling out SAP Ariba solutions across the procurement organization, Atos has achieved a new level of visibility and control. Simple access to accurate sourcing figures from across the group is a significant benefit to the company's central management.

Sending out paper POs and receiving paper invoices used valuable budget on transactional activities and was one of the procurement organization's target areas for improvement. By automating these processes, it aims to cut the number of paper POs and invoices by 80%, significantly reducing administrative workload. Plus, by almost eliminating repetitive manual tasks, it has already drastically reduced the risk of human error across the procurement process.

Through the use of SAP Ariba solutions, Atos has continued to improve its procurement teams' performance. Greater visibility allows teams to negotiate contracts at the most opportune time, as the SAP Ariba solutions help them spot windows of opportunity. "This visibility is key. It is an important risk mitigator, as we can now answer contractual questions in minutes rather than in days," says Hobday.

"The biggest benefit is that it maps to our category management process, connecting the dots between sourcing, contracting, and placing business. This enables us to enjoy greater levels of management visibility and engagement within the business," says Hobday. "Today we run all P2P activity through SAP Ariba solutions, which allows us to manage €4.7 billion spend across more than 50 countries."

## €4 million

Reduction in administrative overhead over five years

## >80%

Of purchase orders to be managed on Ariba Network

## 900

Suppliers onboarded in one year



Executive overview

Company objectives

Resolution

Business transformation

**Future plans**

# Capitalizing on information and performance management

Atos plans to introduce the SAP Fiori® user experience (UX), the new Web-based tool to make the group's supplier relationship management platform more user-friendly for both requesters and approvers.

In addition, it plans to introduce mobile apps in order to speed up the approval of procurement shopping carts by enabling managers to approve shopping carts on the go.

The company also hopes to expand its use of SAP Ariba Supplier Information and Performance Management. The goal is to invite suppliers to control their own master data and then synchronize that with SAP Ariba downstream modules and SAP ERP.

"We are always challenging ourselves to improve and setting new key targets, such as our goal of more than 80% touchless invoicing," says Hobday. "This is made possible by SAP Ariba solutions, which have helped us automate our processes."



---

© 2017 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies. See <http://www.sap.com/corporate-en/legal/copyright/index.epx> for additional trademark information and notices.