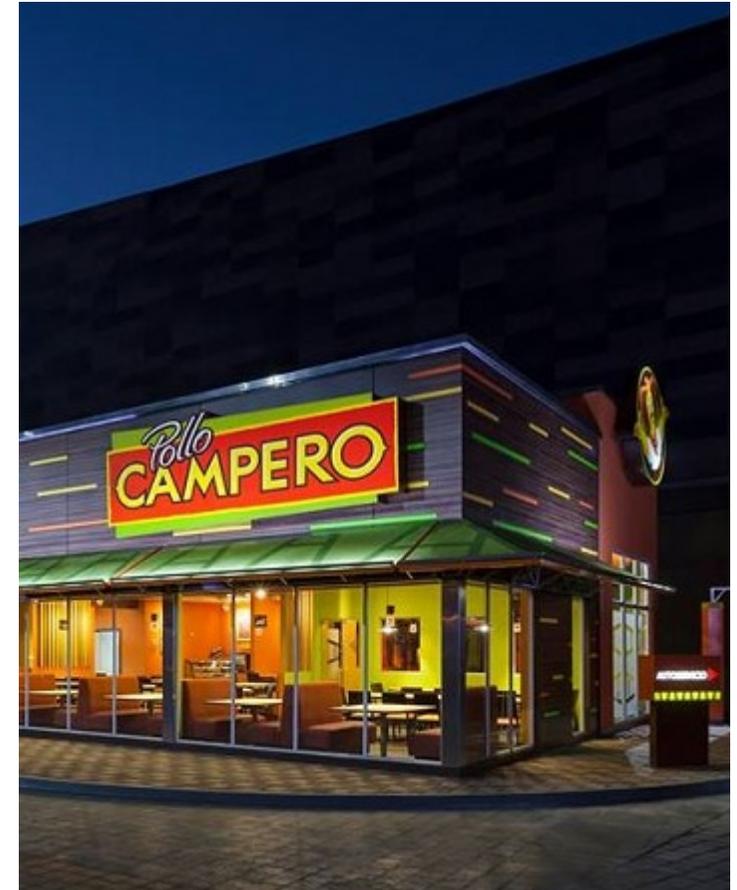


# CMI: Streamlining Complex Operations to Stay on Top of a Diversified Business with SAP® Ariba® Solutions

Running a varied business – which spans from the distribution of meat products to the management of hundreds of restaurants and the development of sustainable hydroelectric projects – requires great agility. With manual, fragmented, and error-prone procurement processes in place, CMI found it challenging to obtain 360-degree visibility and control across the company, and it risked losing ground to more agile rivals.

CMI realized that going paperless was the first step toward a more comprehensive business process transformation, but the company also wanted to enhance communication and collaboration with its suppliers and boost customer service. By implementing SAP® Ariba® solutions, the company digitized and hugely simplified procurement activity, boosting efficiency, transparency, and control over its business processes.



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# CMI unifies fragmented business operations

## Company

Corporación Multi Inversiones (CMI)

## Headquarters

Guatemala City, Guatemala

## Industry

Consumer products

## Products and Services

Meat products, restaurants, hydroelectric projects, real estate, and grain

## Employees

36,000

## Web Site

[www.cmi.co](http://www.cmi.co)

## Objectives

- Eliminate manual processes
- Consolidate disparate procurement processes across all business units
- Improve supplier relationships and streamline supply chain management to achieve a better, more realistic view of market requirements

## Why SAP® Ariba® solutions

Best-in-class, world-leading business-process management solutions offering unmatched scalability

## Resolution

Deployed a wide range of SAP® Ariba® solutions including the SAP Ariba Discovery, SAP Ariba Contracts, SAP Ariba Supplier Information and Performance Management, SAP Ariba Catalog, and SAP Ariba Spend Analysis solutions and the SAP Ariba Collaborative Sourcing bundle

## Benefits

- Centralized all procurement activity onto a single platform, gaining one source of truth for the whole company and boosting efficiency, productivity, and transparency
- Digitized and automated previously manual processes
- Dramatically improved business control and transparency, removing the need for internal auditors to monitor all of the company's processes
- Streamlined and simplified procurement processes, enabling better customer service and increased opportunities to overtake competitors
- Unified and standardized best practices across all business units
- Higher supplier satisfaction and more meaningful cooperation

**>\$11.6 million**

In overall benefits (2015 – United States dollars)

**>600**

Projects created with SAP Ariba Strategic Sourcing solutions (2015)

**1,600**

Suppliers registered in the network (2015)

**>500**

Contracts uploaded (2015)

“SAP Ariba solutions are tools that help us to maximize the synergy among the several business units within our company.”

Luis Pedro Recinos, Director, Office of Corporate Projects, Corporación Multi Inversiones

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