

Lupin Limited: Managing Millions with SAP® Ariba® Solutions

Millions of people around the world turn to Lupin Limited medicines and treatments to cure illness and relieve pain. As one of the largest and fastest-growing generic pharmaceutical companies worldwide, Lupin Limited relies on its global supply chain to run like a well-oiled machine. Previously, each subsidiary had its own way of ordering goods and services, making it difficult for Lupin to gain an enterprise-wide overview of procurement activity. As a result, the company struggled to comply with vendors' agreed terms and conditions, and audit regulations.

To boost visibility and improve contract management, Lupin decided to deploy SAP® Ariba® solutions. Working with Accenture, the company successfully standardized procurement processes, enabling staff to better manage sourcing, spend, and compliance – all around the world. Staff members are now free to focus on more strategic, value-added tasks. And the unified overview of procurement activity enables better-informed decisions, resulting in savings that trickle down to the customer.



Saving big by standardizing procurement processes

Company

Lupin Limited

Headquarters

Mumbai, India

Industry

Life sciences –
pharmaceuticals

Products and Services

Research, development,
production, and sales of
generic pharmaceuticals

Employees

15,000

Revenue

Rs 142.35 billion
(US\$2.1 billion)

Web Site

www.lupin.com

Partner

Accenture
www.accenture.com

Objectives

- Centralize and standardize procurement processes across the company
- Improve contract-management procedures to ensure compliance
- Digitize and automate manual processes

Why SAP® Ariba® solutions

- Complete integration with existing SAP® business software applications
- Cloud-based solution, enabling a quick, simple implementation
- Simple and intuitive user interface, resulting in quick employee buy-in and an outstanding user experience

Resolution

- Worked with Accenture to deploy a range of SAP Ariba® solutions, including catalog and sourcing functionality
- Established a single digital platform for managing all procurement processes
- Centralized all direct and indirect purchasing
- Automated workflows, reducing employee workload

Benefits

- One-stop shop for procurement that enables compliance with audit requirements
- Automated processes in procurement that free up staff to focus on strategic, value-added tasks
- Unified overview of procurement activity that enables more-informed decision making
- Significant savings as a result of improved compliance

“Simplicity is key when it comes to managing a company of our size. SAP Ariba solutions couldn’t have been easier to deploy and integrate with our mission-critical SAP applications. What’s more, they are straightforward to use – making life much simpler for procurement staff and managers alike.”

Sandesh Bambolkar, Senior General Manager Materials, Lupin Limited

\$75–\$100 million

Worth of indirect material
for research and
development converted
into a catalog

\$14 million

Spend managed

\$600,000

Savings achieved in
just six months

80%

Of contracts now comply
with audit requirements

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