# Managing Acquisitions and Mergers
Improve Your Visibility into Strategic Spend

The Challenge

Mergers and acquisitions have become commonplace in the high-tech industry. According to the Thomson Financial Institute for Mergers, Acquisitions and Alliances (IMAA), 44,000 M&A transactions worldwide in 2015 represented US$4.5 trillion, and, since 1985, high tech has represented nearly 13% of those transactions. Not surprisingly, a drive is under way to expedite stable integration of acquired companies into the parent company.

To accomplish this, visibility into consolidated spend data across all companies is indispensable. Only with this visibility is it possible to understand overall spend, high-spend categories, spending patterns, and the supply base. A consolidated view is critical in defining a company-wide strategy to integrate systems. It is necessary for retiring legacy systems, rationalizing the supply base, and performing supplier cleanup. A consolidated view is also necessary if an organization is to identify global sourcing opportunities, global savings targets, and payment term harmonization.
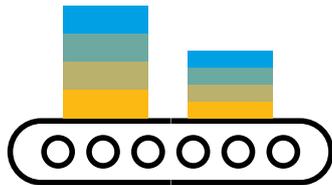
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SAP — **Run Simple**

SAP Ariba

The Opportunity

In today's fast-paced digital economy, it is likely that your high-tech organization will have to cope with a merger or acquisition at some point. The SAP® Ariba® Spend Analysis solution equips you to deal with such strategic transactions by helping you:

• Perform supplier rationalization using data cleaning and enrichment functions, which results in increased savings and improved service
• Achieve visibility into consolidated data from multiple systems, source types, and categories across all the companies within the organization
• Perform spend analysis through prepackaged reports and customized taxonomies
• Improve sourcing decisions and negotiate more favorable contract terms using consolidated spend reports
• Identify opportunities to harmonize payment terms
• Set savings targets organization-wide
• Shift focus from manual data collection to analysis and planning

Let's Work Together

To learn more about how you can use SAP Ariba solutions to address the challenge of visibility into strategic spend for acquisitions and mergers, along with other high-tech challenges, please **contact us** or visit our **strategic sourcing** solution page.