



PUBLIC

How Does the Cloud Create **Agility** and **Flexibility** in the Wholesale Distribution of Safety Supplies?

Thousands of accidents avoided with more than **100 million safety devices** sold across Brazil

SP Equipamentos has been Brazil's leading supplier of employee health and safety equipment for more than 40 years. To continue to grow, the company saw the need for **an integrated marketplace** where customers and suppliers work together as allies to improve the safety and security of employees across every industry. Now, SP Equipamentos has the reach, agility, and flexibility to enlist new allies in its mission to make the workers of Brazil safe, avoid costly accidents, and save lives.



THE BEST RUN



By better supplying safety equipment to partners throughout Brazil, SP Equipamentos is **reducing accidents and saving lives.**

With Ariba® Network, the SAP® Ariba Sourcing solution, and the SAP Ariba Catalog solution, SP Equipamentos was able to:

- Achieve 50% of growth in sales with direct integration of purchase orders, identification of potential customers, and opening of new opportunities
- Define one key person in the company to better visualize and control accounts and processes
- Reduce manual processes, decrease the frequency of order errors, and improve accuracy in both returns and payments
- Improve customer satisfaction, provide better customer service, and enhance the performance of SP Equipamentos teams

“Strong partnerships are fundamental to performance improvement and agility for our company. We want to **create strategic alliances**, and SAP Ariba solutions help us find and create business allies.”

Luis Cyrulnik, Director, SP Equipamentos

SAP Ariba 



SP Equipamentos
São Bernardo do
Campo, Brazil

Industry
Wholesale
distribution

Employees
200

Revenue
US\$46 million

Featured Solutions and Services
Ariba Network, SAP Ariba Sourcing solution,
and SAP Ariba Catalog solution

THE BEST RUN 

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