Improving Compliance Through Procurement Digitalization
Reduce Risk of Contract Leakages and Overpayment

The Challenge

In the rapidly transforming global telecommunications industry, market leaders have experienced a surge of complexities in procurement, contract management, and supply chain management. The business of data transmission and data management is overtaking that of voice communications. Rapidly expanding data transmission is accompanied by more highly mandated service requirements for both mobile and fixed assets. Moreover, it is more critical than ever for these services to conform to increasingly narrow quality-related toler-ances. Yet, these requirements are difficult to achieve with variables such as broad geographic coverage and multitier logistics adding to the complexity of the new telecom service delivery model.

Telecom providers are increasingly better equipped to manage service contract complexities with a much higher degree of ease, accuracy, and control.

The Opportunity

With the SAP® Ariba® Contracts and SAP Ariba Buying and Invoicing solutions, telecom providers are increasingly better equipped to manage these service contract complexities with a much higher degree of ease, accuracy, and control. Required line-level granularity can be defined at the beginning of negotiation and contract execution. These commercial definitions can then digitally thread through the service delivery and invoicing stages, requiring minimal manual effort. The downstream service confirmation and invoicing process is defined by the SAP Ariba Contracts service entry sheet, which refers directly to the contract lines and allows users to easily confirm the delivery of a milestone or work package. Benefits of the digital transformation in contract admin-istration extend well beyond compliance. The digitalized data can be more easily reported for extraction of critical business insights, and the new speed of administration allows for the possibility to capture hard savings through early-pay trade discounts.

Let's Work Together

To learn more about how you can use SAP Ariba solutions to address service contract complexities and other telecommunications challenges, please **contact us** or visit **www.ariba.com**.

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