

# How Do You Automate Procurement Across 70 Companies?

Whether it's delicious food, excellent IT services, a luxurious hotel room, or even marine fuel services – customers of more than 70 companies ultimately rely on the management of John Keells Holdings PLC (JKH). As Sri Lanka's largest listed conglomerate, JKH has a large sourcing operation that is crucial to ultimately keeping costs down for its customers over seven different industries. And, until recently, that entire process was manual.

JKH implemented SAP® Ariba® solutions across its business and achieved financial and nonfinancial savings in multiple projects. Collaborating with Cloudway Consulting, the company now has more transparency and efficiency in its procurement processes, saving 10% on average for product purchases. These are savings that it can pass on to its customers and business partners.

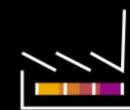




“Thanks to more aggressive negotiation techniques built into SAP Ariba solutions, we have seen **cost savings across the board** for our purchases.”

Isuru Gunasekera, HOD – Risk and Sustainability, John Keells Holdings PLC

John Keells Holdings (JKH) had a robust and transparent but manual process for sourcing across its business before the implementation of SAP® Ariba® solutions. Now JKH has reduced cycle time and eliminated manual paper work.



**7**  
Industry sectors



**70+**  
Companies in operation



**Largest**  
Listed conglomerate on the Colombo Stock Exchange



**Partnered**  
With some of the world's largest businesses, including American Airlines, Samsung, Toshiba, Thomas Cook, and Kuoni





# Improving Sourcing Across the Business with SAP® Ariba® Solutions

**John Keells Holdings PLC**  
Colombo, Sri Lanka  
[www.keells.com](http://www.keells.com)

**Industry**  
Cross-industry

**Products and Services**  
Companies in the transportation, leisure, food, retail, real estate, financial services, IT, and other industry segments

**Employees**  
10,000

**Revenue**  
LKR 106.27 billion  
(US\$692 million)

**SAP® Solutions**  
SAP® Ariba® Sourcing, SAP Ariba Discovery, SAP Ariba Contracts, and SAP Ariba Supplier Information and Performance Management solutions

Multicompany conglomerate John Keells Holdings worked with Cloudway Consulting to implement SAP Ariba solutions. Now, with less-manual sourcing, the company is saving time and costs, which it can pass on in savings to its customers across seven industries.

## Before: Challenges and Opportunities

- Reduce the time and resources needed to source products
- Eliminate face-to-face negotiations with a single supplier at a time
- Cut paper use in supplier proposals and contracts
- Manage procurement in 17 different product categories

## Why SAP Ariba Solutions and Cloudway Consulting

- Improvement in e-procurement processes, with a clear view into spend for contracts and supplier base
- Exposure to the e-market
- Cost reductions, transparency, and process streamlining
- Cloud-based solution that acts as a repository and enables more-accurate, faster, and better cost analysis

## After: Value-Driven Results

- Cloud-based supplier pricing, eliminating spreadsheets
- Reduced cost and improved contract compliance for purchases
- Supplier short-listing, which is based on competitive terms and project-based sourcing requirements
- Expanded access to suppliers through the SAP Ariba Discovery solution
- Online workflow for contract approvals, which is convenient for all team members

**“We have eliminated manual paperwork, saved money, are tracking supplier information and performance, and created an online contract repository, all thanks to SAP Ariba solutions.”**

Isuru Gunasekera, HOD – Risk and Sustainability, John Keells Holdings PLC



Featured Partner



# 10%

Average savings

# Reduced

Lead time for creating contracts by 3 to 4 hours

# 5/5

Rating from employees for effectiveness of the platform for sourcing

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