

National Grid: Simplifying Procurement in the Cloud with SAP® Ariba® Solutions

One of the world's largest utilities companies, National Grid delivers gas and electricity to millions of homes across the United Kingdom and the northeastern United States. As this British company continues to expand in the U.S., National Grid wanted to ensure that new acquisitions could be onboarded easily. The company pinpointed procurement as an area for improvement. Previously, teams relied on aging systems that increased complexity.

To simplify processes and ease scalability, National Grid decided to move procurement to the cloud. Working with Deloitte, the company implemented the SAP® Ariba® Buying and Invoicing solution and the SAP Ariba Contracts solution in the United Kingdom and the United States as well as Ariba Network and the SAP Ariba Catalog and Ariba Discount Management* solutions in the United States. With SAP Ariba solutions, procurement at National Grid has never been simpler.



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National Grid lays a foundation for simple expansion

Company

National Grid plc

Headquarters

London

Industry

Utilities

Products and Services

Electricity transmission, gas distribution and transmission

Employees

24,200

Revenue

€18.8 billion

Web Site

www.nationalgrid.com

Partner

Deloitte Consulting LLP
www.deloitte.com/sap

Objectives

- Simplify the end-to-end procurement process
- Improve the user experience
- Move to the cloud for simple scalability
- Reduce the cost of procurement activity

Why SAP® Ariba® solutions

- Complete integration with the existing SAP® ERP and SAP Supplier Relationship Management applications
- High recommendation from a trusted technology partner

Resolution

- Engaged Deloitte to deploy the SAP Ariba® Buying and Invoicing solution and the SAP Ariba Contracts solution in the United Kingdom and the United States
- Deployed Ariba Network and the SAP Ariba Catalog and Ariba Discount Management* solutions in the United States
- Introduced an all-new, user-friendly procurement platform
- Standardized and streamlined procurement processes across the company
- Improved the usability of procurement systems

Future plans

- Extend SAP Ariba solutions used in the United States to encompass the United Kingdom
- Introduce mobile capabilities to enable on-the-go working
- Move more business systems to the cloud by implementing SAP Fieldglass® solutions and Concur® solutions

“We wanted a simple, scalable procurement platform that would be easy to roll out across new acquisitions. SAP Ariba solutions offered us just that, enabling us to get off premise and into the cloud, and to start building a straightforward, user-friendly procurement platform for the future.”

Mark Paparelli, Director of Procurement, National Grid plc

100%

Of suppliers managed through SAP Ariba solutions

US\$2.2 million

Saved in the first year thanks to lower licensing fees

45%

Greater product catalog usage thanks to a simple, user-friendly design

Positive

User feedback, improving the perception of procurement across the company

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