

Providing Vendor Insights to Drive Retail Success

Obtain Objective Analysis of Your Supplier Spending

The Challenge

Today, consumers are consciously allocating their purchasing power and loyalty to products and retailers focused on ethical practices. According to the latest Nielsen Global Corporate Sustainability Report, sales of consumer goods from brands with a demonstrated commitment to sustainability grew more than 4% globally, while those without grew less than 1%. The report also found 66% of respondents would pay more for sustainable goods.* At the same time, regulatory requirements related to product labeling, hazardous waste disposal, emissions, and more have risen dramatically – and the penalties for noncompliance can be significant.

These trends dovetail to create both complexity and opportunity. Your procurement program is well positioned to help your organization remain compliant while delivering on consumer demands such as the desire for sustainable, ethically produced products. It starts with knowing your spend and your supply base and their unique qualifications, such as diverse suppliers, ethical suppliers, sustainability tracking, and more.

*The Sustainability Imperative: New Insights on Consumer Expectations.
The Nielsen Company, October 2015.

The Opportunity

The SAP® Ariba® Spend Analysis solution not only aggregates and classifies company-wide spend, but it also augments that spend with key supplier data. It is available on demand and is enriched with supplier information from Dun & Bradstreet's Business Insights database. With it, you can make better, faster, and more confident buying decisions based on much more than price – and, thereby, meet the demands of today's consumer. The SAP Ariba solution enables you to:

- Identify suppliers that can deliver diversity and sustainability goals
- Provide insights into possible regulatory and compliance risks of suppliers
- Combine and classify your company's total combined spend
- Aggregate spend among families of suppliers
- Display how your company's spend compares to that of your industry peers

Let's Work Together

To learn more about how SAP Ariba solutions are solving the challenges of spend visibility and other retail industry challenges, please [contact us](#) or visit our [supplier management](#) solution page.

