

# The World Depends on Digitalization of Procurement and Supply Chains

High-Tech Companies Demand It. SAP® Ariba® Solutions Deliver It.



## HIGH-TECH COMPANIES POWER THE DIGITAL ECONOMY BUT WILL ALSO NEED TO ADOPT IT TO SURVIVE

In the digital high-tech economy, simplification and continuous business innovation matter more than ever. To keep pace with the competition and to succeed in today's high-tech industry, you need a fully integrated, comprehensive solution that gives you the control, real-time insights, predictive analysis, and resiliency to:

- Be connected: Smooth, digital collaboration from source to plan to execute, and flexible, scalable multitier connectivity into many-to-many demand and supply networks
- Be smart: Proactive prediction of risks with real-world data transparency and network intelligence
- Be agile: Business-rules-driven automation and reduction of manual overhead

When it's time to digitalize your business and run at your best, trust SAP® Ariba® solutions designed for the high-tech industry.

## HOW DO SAP ARIBA SOLUTIONS HELP WITH THIS NEW HIGH-TECH REALITY?



### Direct Spend Sourcing

Help cut time to market and reduce costs in your raw materials, components, and contract manufacturing spend by engaging sourcing earlier in the product development cycle and integrating to engineering and procurement systems.



### Direct Spend Optimization

Leverage market benchmark data, advanced predictive analytics, simulation, and optimization capabilities to efficiently enable targeted direct material price renegotiations and make intelligent business award decisions.



### Multitier Supply Chain Collaboration

Enable collaboration with tier-one suppliers and beyond on supply chain planning, execution, and quality processes, including supplier onboarding and ongoing support.



### Risk Management

Use real-time visibility to actively monitor and manage risk in your supply base to avoid costly disruptions and help ensure quality and business continuity.

## WHAT ARE THE BENEFITS?

With SAP Ariba solutions, high-tech corporations can expect:

- Strategic benefits: Increased supply chain agility for faster time to market
- Risk and compliance benefits: Enhanced product compliance and better-qualified sources of supply at lower cost
- Measurable benefits: Reduced inventory levels, improved working capital, and lower off-balance-sheet liabilities to protect margins in highly competitive markets

## WHY SAP ARIBA SOLUTIONS?

Digital technology is changing procurement and supply chain processes. Leading high-tech companies can respond quickly and profitably to fluctuating demand and supply. Real-time high-tech companies can be reimaged with Ariba Network, our business-to-business network, and SAP Ariba solutions to deliver on this new reality and determine what to source and make, and how and when to transport.

\*[SAP Performance Benchmarking](#)

## KEY FACTS

**>16,700**

High-tech companies in 110 countries are innovating with SAP solutions\*

**19 of the 20**

Most valuable technology brands in the world run SAP solutions\*

**US\$20.3 billion**

Spend from high-tech companies flowing through Ariba Network\*

## CUSTOMERS

[HPE](#) runs live with SAP Ariba solutions

[Microsoft](#) benefits from SAP Ariba solutions with a \$300 million improvement in working capital and a \$15 million reduction in the cost of goods sold

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