

# How Can Integrated Procurement Processes Help Enterprises **Build the Future with IT?**

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## Supporting the **customer buying journey** for clients in seven countries

Atea is a leading provider of IT solutions and services to companies in the Nordic and Baltic regions. To deliver an excellent customer experience, the firm combines a unique breadth of IT expertise and a powerful local presence in the areas it serves, with 87 offices across seven countries. Atea prides itself on partnering with clients to develop IT infrastructures that help them stay ahead, even in the face of relentless change. An important element in the firm's e-commerce strategy is to support customer processes. As such, enabling software integration to **support customers' procurement processes** and pursue business opportunities on the market-leading platform is a natural part of the strategy.



# Atea helps buyers from 30 customers use e-commerce to streamline procurement so they can **build the future with IT.**

With **SAP® Ariba® solutions**, leading IT infrastructure and services firm Atea was able to:

- Help customers buy IT services using Ariba Network as an intelligent procurement platform
- Improve service levels by sharing integrated purchasing processes with customers
- Modernize its e-commerce strategy using a platform that integrates with customers' supply chains
- Increase client and stakeholder satisfaction by delivering a better customer experience
- Realize the benefit of being fully integrated on Ariba Network, enabling full service of customers
- Offer input to help build better end-to-end processes, collaborating with other suppliers and partners on Ariba Network

“Because Ariba Network supports integrated customer processes, it helps us **deliver excellent service** to our customers.”

Søren Bartels, Program Director, E-Commerce, Atea



ATEA

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Industry  
Professional  
services

Employees  
KR 35 billion  
(US\$4 billion)

Revenue  
7,500

Featured Solutions and Services  
SAP Ariba solutions and Ariba Network

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