



# Executive overview

## Company or Organization

Quad/Graphics

## Headquarters or Location

Sussex, WI

## Industry

Printing

## Products and Services

Print and multichannel solutions for consumer magazines, special interest publications, catalogs, retail inserts/circulars, direct mail, books, directories, and commercial and specialty products

## Employees

~25,000

## Revenue

\$4.8 billion in 2013

## Web Site

<http://www.qg.com/>

## BUSINESS TRANSFORMATION

### The company's top objectives

- Process increasing volume of invoices with fewer resources
- Reduce invoice processing costs
- Increase on-time payment performance
- Continue to leverage existing internal systems in procurement and accounts payable

### The resolution

- Extend internal systems to the Ariba® Network for PO and invoice automation

### The key benefits

- One platform to manage the procurement of MRO supplies, direct materials, industrial supplies, capital expenses, IT expenditures, office supplies, services and more
- Expedites delivery and processing of POs, order confirmations, advance ship notices and invoices
- Enables blanket PO process that streamlines the processing of service invoices
- Supports initiatives to expand regional procurement

“With our utilization of the Ariba Network, we have greatly reduced our reliance on paper invoices and manual processing, and significantly exceeded our productivity goals across the procure-to-pay process.”

Art Noe, Director – Procurement Services, Quad/Graphics Global Procurement

~82%

Of global procurement invoices processed annually through the Ariba Network

~33%

Reduction in time to process invoices despite rising volumes, smaller staff

<2

Years into Ariba deployment that Quad/Graphics achieved its 5-year productivity improvement goal

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