SUCCESS CASES
S2C + Commerce Automation

Customer	BECLE (Jose Cuervo, Bushmills, Próximo Spirits)
Sector	FCMG & Retail

Becle is a world-renowned Group of producers of alcoholic beverages with operations in Mexico, United States, United Kingdom, Spain, Germany, France, Australia, Japan, and South Africa

Proyect	SAP ARIBA Strategic Sourcing (Sourcing, SLP, Contracts) + Commerce Automation & AM Service		Year	2020-2023	Execution Deadline	24 months
Type	Strategic Consulting and Cloud IT	Process	Strategic & Operational Procurement	Tecnology	SAP ARIBA	

Description of Work Performed

BACKGROUND: Becle needed to define corporate procurement processes to homogenize direct and indirect purchases within all the company of the group and all the geography.

Uniformity in supplier network also has been a goal of the implementation and successive Roll-Outs

Efficiency and flexibility of award approval processes together with centralized supervision of contract negotiations has been other key component and goals.

System digitalization has been the underline core of the

PROJECT SUMMARY:
- Design and configuration of roles and authorizations in Ariba Strategic Sourcing
- Definition of Strategic Sourcing processes and creation of templates in Ariba.
- Definition of processes and operational purchasing by purchasing categories and electronic invoicing.
- SAP ERP configurations and extensions for integration with SAP Business Network.
- SAP master data upload and synchronization in Ariba.
- Roll-Outs to all countries

THE WORK TEAM WAS COMPOSED OF 10 Stratesys' own resources + 12 Key Users from Becle (not including the project manager and project sponsor).

After a successful implementation, BECLE has chosen to continue the strategic relationship with Stratesys and currently relies on our AMS services for the support, maintenance and evolution of its ARIBA and with our implementation services to deploy their global procurement platform on several countries in North and South Europe, among other services.

Benefits

- Digitization of S2C procurement processes and supplier invoicing.
- Savings in execution time of end-user purchases through guided buying.
- Implemented Ariba P2P and improved supplier relationships through the Business Network marketplace.
- Redefined invoice reconciliation in Ariba P2P and significantly reduced end-to-end procurement lifecycle time.

In short, BECLE has achieved a high level of digitization and homogenization of its procurement processes, together with a upgrade in its supplier relationship and way better time2market in critical processes.

AM service has been performed since de Go-Live in 2021

Contact: pavilat@cuervo.com.mx

Customer	EDICIONES SM
Sector	Telco & Media

Commercial de Editions SM is a Spanish multinational publishing company.

It stands out in the market for its publications of educational material, children's and young people's literature.

Proyect	SAP ARIBA Strategic Sourcing + SNAP Buying & Invoicing Implementation & AM service		Year	2018-2019	Execution Deadline	15 months
Type	Strategic Consulting and Cloud IT	Process	Operational Procurement		Tecnology	SAP ARIBA

Description of Work Performed

BACKGROUND: Editions SM needed to define corporate procurement processes to homogenize direct and indirect purchases through a single scalable tool due to its strong growth.

Strong supplier network in several countries around the world was a requirement.

Efficiency and flexibility of award approval processes was another objective.

Centralized management of contract negotiations was another key objective.

PROJECT SUMMARY:
- Design and configuration of roles and authorizations in Ariba P2P and Strategic Sourcing (Ariba platform suite integrated).
- Definition of Strategic Sourcing processes and creation of templates in Ariba.
- Definition of processes and operational purchasing by purchasing categories and electronic invoicing.
- Pilot of Ariba functionalities in Spain (PDF Uploader).
- SAP ERP configurations and extensions for integration with SAP PI and Ariba Network.
- SAP master data upload and synchronization in Ariba.

THE WORK TEAM WAS COMPOSED OF 9 Stratesys' own resources + 4 Key Users from Editions SM (not including the project manager and project sponsor).

After a successful implementation, Editions SM has chosen to continue the strategic relationship with Stratesys and currently relies on our AMS services for the support, maintenance and evolution of its ARIBA platform among other services.

Benefits

- Digitisation of P2O purchasing processes and supplier invoicing.
- Significant savings in contract closure already during Q1 after go-live.
- Savings in execution time of end-user purchases through guided buying.
- Implemented Ariba P2P Services and improved supplier relationships through the Ariba Network marketplace.
- Redefined invoice reconciliation in Ariba P2P and significantly reduced end-to-end procurement lifecycle time.

In short, Editions SM has achieved a high level of digitization of its purchasing function as a result of this implementation.

AM service has been performed since de Go-Live in 2019.

Contact: mario.perez@colex.grupo-sm.com

Customer	Quironsalud
Sector	PHARMA

Quirónsalud is the largest private healthcare business group in Spain. It has 52 clinics in thirteen Spanish autonomous communities, as well as centers in Portugal, the United Arab Emirates, Colombia and Peru.

quirónsalud

Proyect	Implementation of SAP Ariba Sourcing, SAP Ariba contracts, SAP Ariba SLP, SAP Buying & Catalogue & AM Service	Year	2021-2022	Execution Deadline	10 months
Type	Strategic Consulting and Cloud IT	Process	Strategic and Operational Procurement	Tecnology	SAP ARIBA

Description of Work Performed

Quironsalud partnered with Stratesys with the objective of streamlining the purchasing processes. One of the main objectives was to have a fully traceable and auditable tool that would allow Quironsalud users to carry out their purchasing processes in a simpler and faster way.

As a result of the use of the implemented solutions, it has been possible to obtain a high margin of operative savings and/or profits in the negotiations with its suppliers.

At the same time, thanks to SAP Ariba Catalog, it has been possible for suppliers to update catalogs automatically and be processes by SAP Ariba Buying integrated with NO SAP child.

Commerce Automation is being used by Suppliers to update their catalogs and as usualñ marketplace for operative procurement processes.

Several Supplier Groups has been set in order to diversify the process flow in use.

After a successful implementation, Quiron Salud has chosen to continue the strategic relationship with Stratesys and currently relies on our AMS services for the support, maintenance and evolution of its ARIBA platform among other services.

Benefits

These are some of the project's achievements::
- Project done remotely due to the COVID-19 crisis.
- Single, automated system
- Cost and time savings.
- Agility in the negotiation process and in the relationship with suppliers.
- Increased traceability in negotiation processes
- Change management with good adoption and satisfaction of internal agents

- AM service has been performed since de Go-Live in 2021.

We serve more than 70 clients, both nationally and internationally, covering a wide range of sectors with large client accounts. This allows us to have a holistic view of the industry each time we initiate a service, and we are able to accelerate our assimilation of business concepts through our experience with similar clients.

SAP® Recognized Expertise

ENERGY & UTILITIES

SAP® Recognized Expertise

TELCO & MEDIA

SAP® Recognized Expertise

INDUSTRY & MINERY

SAP® Recognized Expertise

HEALTH SERVICES, PUBLIC & EDUCATION

SAP® Recognized Expertise

REAL STATE, CONSTRUCTION & SERVICES

SAP® Recognized Expertise

FMCG & RETAIL

SAP® Recognized Expertise

LIFE SCIENCES

SAP® Recognized Expertise

BANKING & INSURANCE

CUSTOMER	INDUSTRY	SOURCING	CONTRACT	SLP	BUYING 6 INVOICING	P2P/SNAP	COMMERCE AUTOMATION	INTEGRATION
CLARO	Telco & Media	●	●	●				SAP
TIM	Telco & Media	●	●	●				SAP
ALGAR	Telco & Media	●	●	●				SAP
DPSP	Telco & Media			●				SAP
CMPC	Telco & Media	●						SAP
CTG	Telco & Media	●	●	●				SAP
QUIRON SALUD	Health Care	●	●	●	●		●	SAP
VITALDENT	Health Care	●	●			●	●	No-SAP
TELEFÓNICA	Telco & Media				●			SAP
ACCIONA	Construcción				●		●	SAP & No SAP
GRUPO COSENTINO	Industry	●	●	●				SAP
GRUPO SM	Consumer	●	●	●		●	●	SAP
VIDEOLAR	Chemistry	●						SAP
ESTRE	Services	●	●	●				SAP

CUSTOMER		INDUSTRY	SOURCING	CONTRACT	SLP	BUYING & INVOICING	P2P/SNAP	COMMERCE AUTOMATION.	INTEGRATION
ourofino salud animal	OUROFINO	Consumer	●		●				SAP ECC
isa CTEEP	ISA CTEEP	Energy	●	●					SAP ECC
AES Eletropaulo	AES CORPORATION	Energy	●						
FORTLEV É MUITO MAIS CAIXA D'AGUA	FORTLEV	Utilities			●				SAP ECC
kroton paixão por educar	KROTON	Education	●		●	●			
CL CRISTIAN LAY	CRISTIAN LAY	Retail	●						SAP ECC
taesa	TAESA	Energy	●	●					SAP ECC
Votorantim Cimentos	VOTORANTIM	Industry		●	●	●			SAP ECC
leão ALIMENTOS E BEBIDAS	LEÃO ALIMENTOS	Consumer	●		●				SAP ECC
UNIPAR CARBOCLORO	UNIPAR CARBOCLORO	Chemistry	●						SAP ECC
GrupoBoticário	GRUPO BOTICARIO	Consumer	●	●	●	●		●	SAP ECC
Localiza Hertz	HERTZ / LOCALIZA	Services	●	●	●	●		●	SAP ECC
SONDA	SONDA	Services	●	●	●	●		●	SAP ECC
eneva	ENEVA	Energy	●	●	●	●		●	SAP ECC

SAP ARIBA & FIELDGLASS REFERENCES | INDUSTRIES AND CUSTOMERS

CUSTOMER	INDUSTRY	SOURCING	CONTRACT	SLP	BUYING &INVOICING	P2P/SNAP	COMMERCE AUTOMATION	INTEGRATION
AJINOMOTO	Consumer	●	●	●				SAP S4HANA
PANCO	Consumer	●						SAP S4HANA
CBMM	Minery	●	●	●	●		●	SAP EEC
ELOPAR	Finance	●						SAP EEC
RAIA DROGASIL	Pharma	●	●	●	●		●	SAP ECC
ABINBEV	Beverages	●			●		●	SAP ECC
TECBAN	Banking	●						
COCACOLA ANDINA	Industry	●		●	●		●	SAP ECC
ICATU	Insurance	●						
MRS	Logistics	●						
YPÊ	Consumer	●						SAP ECC
CASA CUERVO	Consumer	●	●	●				SAP ECC
ARCA CONTINENTAL	Industry			●				SAP ECC
MARZAM	Health Care				●		●	SAP ECC

CUSTOMER		INDUSTRY	SOURCING	CONTRACT	SLP	BUYING & INVOICING	P2P/SNAP	COMMERCE AUYTOMATION	INTEGRATION
Camil	CAMIL	Consumer	●	●	●	●		●	SAP ECC
SuKarne	SUKARNE	Consumer	●	●	●				SAP ECC
DIRECTV	DIRECTV (SKY)	Telco & Media	●	●	●				SAP ECC
CEMENTOS MOLINS	TOWA	Consruction	●		●				SAP ECC
MRS Logistics Services	MRS	Logistics	●	●	●			●	S/4 HANA
CASAIS	GRUPO CASAIS	Consruction	●	●	●		●	●	S/4 HANA
NTS WE CARE	NTS	Logistics			●			●	SAP ECC
Grupo Energia Bogotá	GRUPO ENERGÍA BOGOTA	Energy & Utilities						●	S4 HANA

SAP Fieldglass			CONTINGENT	SERVICES PROCUREMENT	WORKER PROFILE	U-VERIFY	INTEGRATION	
El Corte ingles	El Corte ingles	Consumer			●	●	Access Control System	
KUO	Grupo KUO	Consumer		●		●		
AngloAmerican	Anglo American	Mining		●		●	Success Factor, Etimes, Sometrix	
Marfrig	Marfrig	Consumer		●		●	Totv´s	
INFRA	Infra	Industry		●		●		
AFV BELTRAME GROUP	Beltrame	Industry		●		●		