paylocity

Paylocity: Consistently Recognized Nationally for Technology Industry Innovation, Culture and Growth

Among Paylocity's accolades is consistently ranking in recent years among top 20 companies to work for, according to Glassdoor, for example. This may come as no surprise considering their payroll and benefits core competencies – and a culture that champions diversity, equity and inclusion. The company also has a penchant for progress in many other respects, as Paylocity Director of Procurement Sabine Bieschke knows first-hand. She brought more than 20 years of direct and indirect procurement experience to this position she began in 2019.

Bieschke's well-honed expertise included similar roles at much larger companies, such as a multinational engineering and IT leader with 400,000 employees and $14 billion in sales. **Learn how** contract management, procurement innovation and related best practices now contribute to bottom-line success in the mid-size enterprise space where Paylocity thrives.

PREMIKATI
Procurement Simplified

THE BEST RUN SAP

From Contract to Procurement Management, SAP Ariba Delivers

paylocity

Before: Challenges and Opportunities
- Need for comprehensive contract management system to optimize related agreements
- Standardizing and strengthening procurement processes also among key objectives
- Company's growth and expansion as publicly traded company warrants turnkey solution supporting leaner processes and increasingly faster "speed to market" essential to technology industry success

Why SAP and Premikati
- Extensive review of competing contract management and procurement systems resulted in SAP Ariba standing out as best overall choice for Paylocity's growing business and encouraging outlook
- Premikati "a great all-around implementation partner" that provides ongoing support as needed
- Overall solution expected to address vast majority of needs without customization or extensive training

After: Value-Driven Results
- A contract and procurement management system "that's designed to grow with a company like ours" and highly reliable in unanticipated circumstances such as with work-from-home pandemic mandates
- Able to centralize contract storage, strengthen compliance, and automate the creation, execution and management of any type of contractual agreement spanning more than 700 suppliers
- Entire base of 3,600 employees able to access and leverage SAP Ariba as needed, with powerful security, role-based authorizations and controls, streamlined approval processes, etc.
- Supporting direct-to-manufacturer agreements, wholesaler partnerships and unique LoB demands

"SAP Ariba is critical to our digital transformation journey – an investment that has and **will continue to pay off without a doubt.** It's an integral aspect of our operations, securely available to all employees and departments."

Sabine Bieschke, Director of Procurement, Paylocity

10%
Estimated annual cost savings with SAP Ariba since January 2019 deployment

99%
Leverage of SAP Ariba "as is" with no more than estimated 1% customization

Featured Partner

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Paylocity	Industry	Products and Services	Employees	Revenue	Featured Solutions and Services
Schaumburg, IL www.paylocity.com/	Professional Services	Payroll, Workforce Management, HR, and Benefits	3,600	561 Million	SAP Ariba

THE BEST RUN SAP

Scaling Up, Sharpening Processes and Cutting Costs While **Optimizing Contractual Agreements**

Paylocity Director of Procurement Sabine Bieschke had a vision when she joined the company to make contract management functionality a top priority "to get right" before moving quickly thereafter to advance, scale up and streamline procurement. "We set out to do the initial deployment in no more than 12 weeks – and easily beat this target. The investment yields many thousands of dollars in related annual savings."

Best practices inherent with SAP Ariba are a major advantage, according to Bieschke, yet in "ways that complement how we do business." This means fitting their ambition to nimbly and swiftly serve clients, with supplier pipelines and agreements that ideally meet quality, cost and timeframe specifications whether direct or indirect procurement.

> "SAP Ariba gave us **the flexibility we needed** to initially focus sharply on contract management and then unfold into big-picture procurement processes as well as supply-chain optimization. A high-caliber implementation partner, Premikati, made related challenges painless and inconsequential."

Sabine Bieschke, Director of Procurement, Paylocity

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