



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.



THE BEST RUN



From Contract to Procurement Management, SAP Ariba Delivers



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



Paylocity
Schaumburg, IL
www.paylocity.com/

Industry
Professional Services

Products and Services
Payroll, Workforce Management, HR, and Benefits

Employees
3,600

Revenue
561 Million

Featured Solutions and Services
SAP Ariba

THE BEST RUN





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



Follow us



www.sap.com/contactsap

© 2021 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

The information contained herein may be changed without prior notice. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors. National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platforms, directions, and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, and they should not be relied upon in making purchasing decisions.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. All other product and service names mentioned are the trademarks of their respective companies.

See www.sap.com/trademark for additional trademark information and notices.

