

SAP® Ariba® Spend Analysis

A Unique Solution

- Enrich supplier data using D&B Business Data & Insight
- Accurately classify spend data using industry standards and custom taxonomies
- Benefit from built-in machine learning functionality for fast supplier enrichment and commodity classification
- Benchmark spend performance using market intelligence
- Quickly analyze spend data using SAP HANA®
- Get expert advice and best practices through an assigned project manager

Today's supply management professionals must strike a balance between cutting costs and keeping up with revenue and demand. While current economic conditions have created opportunities for strategic sourcing professionals to shine and cut costs, the uncertainties of today's economy, catastrophic disasters, and political unrest have also made the balancing act a tricky one.

In addition, spend data is obscured in disparate purchasing and payables systems, making it difficult to build effective sourcing strategies and identify savings opportunities. And finally, when opportunities are identified, sourcing organizations often lack expertise in less-strategic categories to prioritize and source effectively. These realities all add up to massive challenges: ensuring that your suppliers deliver as promised, when promised; that your supplier portfolio reflects your company values; and that you can consistently show the ROI of your supplier management strategies.

SAP® Ariba® Spend Analysis is a unique solution designed to help bring visibility into your spend and supply base to address these challenges, helping you find the best opportunities that strike the right balance between cost, revenue, and demand expectations.

A Clear View of Your Suppliers and Spend – All in One Place

Visibility into organizational spending and suppliers is critical to improving sourcing efficiency and increasing savings. Powered by SAP HANA®, the SAP Ariba Spend Analysis solution provides 360-degree visibility into your spending, suppliers, and related market information for the clarity you need to make trusted and confident decisions. Getting clarity starts with being able to uncover the best answers to your questions:

- How much am I spending with suppliers at all levels, up to the corporate family level?
- What are my top spend categories?
- What are my best opportunities for future savings?
- How diverse is my supply base? And how can I locate more-diverse suppliers?
- Is my off-contract spend increasing or decreasing? By how much?
- Where should we rationalize my suppliers and product portfolio?

Benefits

- Maximized sourcing savings by increased spend under management and improved sourcing pipeline
- Ability to focus on analysis and planning, not hunting and gathering
- Reduced cost of procurement through supplier and category optimization
- Visibility into price indexes and discount leakages
- Increased contract compliance and working capital leverage
- Strengthened corporate social responsibility through incorporation of comprehensive information on suppliers and to assistance in finding savings opportunities, with experts there to assist in ensuring that your investment results in significant ROI

Why SAP Ariba Spend Analysis?

The SAP Ariba Spend Analysis solution helps you make trusted and confident spend decisions by delivering 360-degree visibility of enterprise-wide procurement data. By bringing together machine learning–based data classification and enrichment, market intelligence, analytics, and services, SAP Ariba Spend Analysis provides in-depth visibility of spend data across all source systems. SAP Ariba Spend Analysis delivers an improved view of spend across a number of critical areas:

- **Commodity classifications:** SAP Ariba Spend Analysis leverages a range of advanced classification technologies and taxonomies to help ensure that spend data is consistently classified over time and across data sources. Using machine learning–based algorithms, supplier intelligence and custom mapping, and rules engines, it provides up to six levels of commodity classification that help you discover category insights hidden within your unstructured spend data.
- **Supplier enrichment:** Understanding your supply base is critical to minimizing risk, as well as decreasing costs and meeting other targets. Where do supplier linkages exist that can increase your spend leverage? Where does inherent risk exist in your supply base? Which of your suppliers are diverse? With the unified global D&B database of more than 420 million suppliers that is constantly updated, other sources, and proprietary research, you can answer all of these questions and many more.
- **Quick analysis:** Break the limitations of traditional analytical tools using the power of the in-memory computing of SAP HANA to experience reporting at faster speeds without any barriers on data size and complexity.
- **Services:** To help you make the most of your technology investments, we provide skills and capabilities that are unmatched in the spend analytics industry, including an assigned project manager. From extensive and ongoing training, to best practice deployment guidance, and to assistance in finding savings opportunities, our experts are there to assist in ensuring that your investment results in significant ROI.
- **SAP Ariba Spend Analysis, advanced reporting and analytics add-on:** This package combines the traditional SAP Ariba Spend Analysis solution with SAP Data Warehouse Cloud and SAP Analytics Cloud solutions by providing a standardized approach to export spend analysis data and predefined content from both solutions. This delivers an interactive reporting user interface, quick time to value with prebuilt data models, enhanced visualization, and stories from SAP Analytics Cloud available on the content network.

FEATURES

Technology

- Integrated, role-based spend management dashboards
- Streamlined data warehousing
- User-friendly drag-and-drop interface
- Multidimensional data enrichment approach unified with D&B
- Variance analysis at faster speeds
- Flexible classification to a custom, standard, or proprietary taxonomy

Community

- Pricing and peer spend profiles to assess, plan, and modify buying strategies
- Largest community of spend analysis customers for sharing best practices and networking opportunities
- Content network that offers additional analytics content for SAP Analytics Cloud and SAP Data Warehouse Cloud

About SAP® Ariba® Solutions

SAP® Ariba® solutions enable companies to connect, get business done, and spend better. With SAP Ariba solutions, businesses can manage the buying process across all categories of spend – from direct and indirect goods to services. On Ariba Network, buyers and suppliers from more than 4.6 million companies and 190 countries discover new opportunities, collaborate on transactions, grow strong relationships, and build healthy supply chains. It's where more than US\$3.2 trillion in commerce gets done every year. With SAP Ariba solutions, companies are transforming how they manage all categories of spend with improved operational efficiency and compliance, increased agility, and accelerated business outcomes. To learn more, visit www.ariba.com.

Capabilities

- Market intelligence information providing visibility into external market dynamics in order to prioritize opportunities
- Supplier enrichment attributes providing additional details on supplier linkages, financials and risk, diversity status, and more
- Expertise and best practices delivered through a flexible delivery model focused on delivering ROI
- Built-in machine learning technologies that deliver fast and accurate supplier enrichment and commodity classification
- Quick time to value with starter content for SAP Data Warehouse Cloud and SAP Analytics Cloud with the add-on package
- Simplified extract, transform, and load with a partner solution for data extraction from SAP Ariba solutions to SAP Data Warehouse Cloud with the add-on package

A Unified Solution with Dun & Bradstreet

The capabilities of SAP Ariba Spend Analysis and the enriched business information of Dun & Bradstreet have been tightly woven together in one solution to help you get the answers you need to stay competitive, including:

- Advanced opportunity identification to prioritize strategic sourcing by closely monitoring your spend through analysis and dashboards
- Deeper supplier insights (U.S. or foreign, public or private, and small or large insights) to help manage suppliers in established and emerging markets with more confidence
- Broader awareness of suppliers with expanded corporate family views to strategically leverage full purchasing clout during negotiations, find sourcing opportunities within existing relationships globally, and mitigate amplified risk exposure across a supplier family
- Benchmarking of suppliers and spend diversity levels to comply with corporate, federal, and state reporting requirements, strengthen customer loyalty, enhance brand image, drive faster innovation cycles, and realize stronger share price
- Financial and legal indicators to help you analyze how much risk is in your supply base, source from financially stable suppliers, and proactively address possible problems to reduce risk and protect supply chain continuity

Ready to Get Started?

SAP Ariba solutions have analyzed more than US\$4.5 trillion in spend at over 350 companies. Why not join them? To learn more, visit us [online](#).

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