



Simplify and Empower Your Procurement Organization with Ariba SNAP.

Yesterday's Procurement Landscape In a fiercely cut-throat business environment, organizations are continuously striving to find ways to improve their bottom line. For years, procurement has been riddled with rogue spend, unleveraged buying power, gaps in data analysis, and a myriad of systematic gaps. Most enterprises today are still dependent on multiple systems or antiquated, manual labor to run their procurement and make crucial decisions about where and how to spend. It is then imperative to have a robust, industry-leading software solution to assist decision makers at every stage.

1 Super Simple System

Simplicity—packaged and priced to fit your business and designed to scale as you grow

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2 Million Suppliers

on boarding new supplier is easy digital, and free.

- You can buy from a make place of proven supplier one day one.
- Supplier information automatically updated accurate and centralized in place

3 Words: ready, set, buy

Plug it in starting buying

- It's preconfigure with the spending categories used most in your industries
- Best practice workflows are built-in, so your work can just flow.



Out of the Box Value

- **Guided buying:** Single location to create requests across all the company's buying channels. It allows casual, unexperienced users to have a personalized content and allows suppliers to get involved in the process before the order is created.
- **Sourcing and contract management:** Pre-designed forms for "3 bids and a buy" or sourcing collaboration. Out of the box sourcing policies will be available and deployed.
- **Core procurement:** Manual Purchase Requisition creation for catalog or non-catalog items in Ariba, Purchase requisition approval workflow via email notifications or mobile approval via Ariba application, purchase order and Goods receipts processes. Standard approval workflows can also be added on goods receipts and invoices, based on the client's requirements and internal policies.
- **Catalog enablement:** Supplier managed catalogs will be enabled and connected via the Ariba network, users will access the vendor site, punch out desired items and bring them back into the client's Ariba system.
- **Supplier onboarding:** Light enabled and fully enabled suppliers will be onboarded by the client and supported by Cognitus Consulting. This will increase collaboration, process efficiency and automation.
- **Invoice & payment:** AP automation with Ariba network and standard invoice exception types will be deployed and integrated with the client's backend system (SAP ECC).

Cost Reduction

- Rationalize supply base through spend visibility and centralized sourcing
- Negotiate better pricing based on advanced negotiation tools and insights into consumption history
- Saving on ad hoc purchases through demand management and spot quoting

4-15% in average unit price reduction

Process Efficiency

- Drive sourcing productivity through deep spend analytics and immediate supplier discovery
- Reduce supply chain operation cost (e.g. content management, supply chain planning/execution and order processing)
- Reduce cycle times and increase AP productivity through invoice process automation

40-60% in operating cost reduction

Fiscal Control & Compliance

- Control maverick spending, risk and fraud through use of contracted suppliers and preferred specs with standard, repeatable buying processes
- Ensure supplier compliance to preferred terms with reconciliation of invoice, PO, receipt & contract

\$20 M in contract leakage per \$1 billion of spend

Working Capital Management

- Capture rebates on high volume, low value spend through card programs
- Savings captured through early payment discounts, excluding suppliers that have pre-negotiated discounts.

\$1-2M in savings per 1\$ billion of target spend

Implementation

Our 12-week program gives Cognitus Consulting enough time to build a solution, while giving the Client assurance that their time and expense is valued. We offer industry-specific catalogs that are tailored to quicker PO and AP creation. We also provide spend analytics and data element insights to quick home in on higher value areas.

Move to the next level
with Cognitus

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