

## Gaining strategic direction European-wide with SAP Ariba

*Xoomworks Procurement helps leading global media and telecommunications client gain strategic direction on moving its different European-wide locations to the cloud with SAP Ariba Cloud.*

### The brief

The client was an existing on premise customer who was looking to move to the cloud and rollout to its wider business units. This strategic move would provide an opportunity to improve business processes across the organisation and gain access to the latest best practice with a simplified cloud solution.

## The Challenge

The client had three business units, across three different countries, with three different systems and sets of processes – one of the business units was already a large Ariba on premise user.

The project would involve moving the existing on premise users and two new countries to a single cloud solution where the organisation would benefit from harmonised systems and processes across the business.

As each country was starting from a different current situation this would require time and effort to build an effective plan to establish the client's present and future needs on a pan-European basis.

With an existing relationship the client naturally turned to Xoomworks Procurement for strategic advice on their cloud journey, to build an efficient roadmap to support the journey – creating a plan on how phase and run a project and what components they would need to make it work.

## How we did it

Xoomworks Procurement carried out a Strategy Review to help the client assess their options, provide an overview of the SAP Ariba Cloud suite and provide an assessment of the client's current situation, technology and business processes, aligned to their future goals.

A gap analysis was provided with recommendations, a roadmap and business plan.

To do this a number of workshops were carried out with client stakeholders from IT, procurement and finance to understand the drivers and success criteria. As an existing partner we already had a good understanding of the client's infrastructure and architecture but the workshops allowed us to get much more detail and gain further insight into what they were trying to achieve.

## Solution

The client received a detailed review – **the Ariba Procurement Cloud – your Procurement Assessment** – with all the credentials and advice needed to start their cloud journey on a pan-European basis. It advised them on strategy and gave them a recommended plan on how to achieve a cloud project and the likely cost impact.



*Need advice with  
your procurement  
cloud journey?*

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