



Case Study

Strategic Sourcing Solution for Leading Global **Automobile Major** by **SAP & Ariba**



Client

The client is a multinational conglomerate corporation, primarily known as a manufacturer of automobiles, and power equipment.



Challenges

The client wanted to streamline its sourcing processes across 11 business units in North America. Some of the key challenges they faced were:

- Disintegrated Source to Pay processes
- Need of a single centralized solution - Different divisions had different solutions
- Customized workflow solution for managing vendor master data with limited functionalities
- Lower compliance of spend to contracted prices
- Low adoption of current solution



LTI Solution

LTI's procurement domain experts and Ariba experts analyzed the requirements and built Strategic Sourcing and Catalog management solution and made it 'real' with:

- Value and persona-based design to ensure focus on the true process engineering affecting business KPI's and effective change management.
- Faster adoption with innovative wave-based approach will our tools to accelerate the execution LTI Mosaic automation platform for flawless execution.
- SAP Ariba Strategic sourcing provided all sourcing, contracting and spend analysis processes for all types of direct and indirect spends – in one place.



Business Benefits

LTI helped in building scalable and integrated sourcing process for the client. They witnessed growth after Ariba implementation and enjoyed the following benefits:

- “Noiseless” implementation of the Ariba’s Strategic Sourcing and Catalog processes across 11 business units.
- 10-12% cost saving through competitive sourcing.
- 5-7 % Improvement in contract compliance.
- 20% reduction in Supplier Data Management efforts.
- 30% reduction in supplier registration process with seamless integration between Ariba and ERP system with Cloud integration gateway.

LTI (NSE: LTI) is a global technology consulting and digital solutions Company helping more than 435 clients succeed in a converging world. With operations in 31 countries, we go the extra mile for our clients and accelerate their digital transformation with LTI’s Mosaic platform enabling their mobile, social, analytics, IoT and cloud journeys. Founded in 1997 as a subsidiary of Larsen & Toubro Limited, our unique heritage gives us unrivalled real-world expertise to solve the most complex challenges of enterprises across all industries. Each day, our team of more than 36,000 LTItes enable our clients to improve the effectiveness of their business and technology operations and deliver value to their customers, employees and shareholders. Find more at <http://www.Ltinfotech.com> or follow us at [@LTI_Global](https://twitter.com/LTI_Global)

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