

# Until the last mile: apsolut supports JOYNEXT in Ariba transformation



**Company:**  
JOYNEXT

**Industry:**  
Automotive

**Products:**  
Smart connectivity solutions

**Number of employees:**  
1,300

**Turnover:**  
489.16 million Euros

**Global Headquarters:**  
Ningbo, China

**Website:**  
[www.joynext.com](http://www.joynext.com)

## CHALLENGES

- Transformation of SAP SRM into a cloud-based Procurement tool after carve-out from parent company
- Realization of the project despite limited internal resources

## SOLUTIONS

- SAP Ariba Buying
- Ariba Guided Buying
- Support budget for trouble shooting beyond Go-Live

## ADVANTAGES

- Intuitive user interface
- Establishing an efficient and transparent process for the indirect procurement
- Uncomplicated problem handling through teamwork with apsolut

## WHY APSOLUT?

- Full trust in apsolut's expertise after initial discussions
- 'Human Fit' / full trust in apsolut's teamwork approach



Entire Ariba implementation by apsolut after SAP carve-out

## SEAMLESS TECHNICAL AND HUMAN INTEGRATION

JOYNEXT is one of the automotive industry's leading partner in the field of smart connectivity. In other words: If a modern car looks like a "smartphone on wheels", then it is very likely that JOYNEXT components were installed in it.

When a carve-out took place in 2020 and the predecessor company was spun off from its then parent company, it was time to replace the previous SAP SRM system, especially since the end of support for SRM by SAP had already been announced.

JOYNEXT quickly decided in favor of SAP Ariba, partly because of its high user-friendliness. Shortly afterwards, apsolut was also chosen as the implementation partner:

*"We knew that the project would be a bit of a tour de force,"*

recalls Anne Otto, Business Process Expert, Digital Solutions at JOYNEXT.

*"That's why we really wanted a partner who would get directly involved on a human level and go with us to the last mile."*

apsolut knew how to convince not only with its process and IT expertise, but also on a human level.

*"In addition to the high level of expertise, what impressed me most about the apsolut team was the enormous commitment. We were very well supported throughout all stages and overcame all difficulties together",*

reports Anne Otto.

The outcome of the cooperation: In September 2021, JOYNEXT successfully went live in Germany with Guided Buying. The go-live in Poland followed six months later. On top of that, apsolut continues to support JOYNEXT with technical and process-related issues within the scope of a support budget.

Currently, JOYNEXT is working with SAP Ariba Supplier Risk to meet the requirements of the Supply Chain Sourcing Obligations Act. After that, strategic procurement is to be transformed. In these projects, too, the company can be assured of support up to the last mile.

## IMPLEMENTED TOOLS & SERVICES



SAP Ariba Buying



Ariba Guided Buying



Support Budget