

# How Abraxas is further developing its own purchasing with AI



**Company:**

Abraxas Informatik AG

**Industry:**

Information and communication technology

**Products:**

IT solutions for public institutions in Switzerland

**Number of employees:**

Approximately 1,000

**Turnover:**

215 million Swiss francs

**Headquarters:**

St. Gallen, Switzerland

**Website:**

[www.abraxas.ch](http://www.abraxas.ch)

**GOALS**

- Optimisation and simplification of existing procurement processes and tools through new technologies, such as AI
- Utilisation of the potential of the existing SAP Ariba suite

**SOLUTIONS**

- Introduction of the Copilot for SAP Ariba in close partnership with apsolut and Lhotse
- AI-supported capture of purchase requisitions directly from supplier quotations
- Customised integration of the Copilot into Abraxas' individual procurement model
- apsolut as single point of contact, Lhotse as AI specialist in the background

**BENEFITS**

- Automated import of supplier quotations to record purchase requisitions
- Efficiency gains in operational purchasing through reduced manual effort
- Automatic product group allocation as the basis for product group management
- Increased user-friendliness of SAP Ariba for order requesters

**WHY APSOLUT?**

- Relationship of trust developed through years of collaboration in SAP Ariba support
- Lhotse as a specialised, agile and solution-oriented AI partner in the background
- Customised solution tailored to the needs of Abraxas



The Copilot for SAP Ariba was specially adapted for the procurement processes of Abraxas, a company specialising in the public sector – a pilot project with exemplary character.



Abraxas does not think in terms of projects. But in stages of development.

## **Abraxas, apsolut and Lhotse show what modern procurement looks like at an IT specialist for the public sector.**

With around 1,000 employees, Abraxas Informatik AG forms the digital backbone of the Swiss administration. Anyone who receives a tax assessment, registers a vehicle or pays a fine in Switzerland comes into contact with Abraxas in many cantons without realising it. The company is digitising the state. And its procurement issues are becoming increasingly complex.

SAP Ariba Snap had already been in use since 2023. The next step was a conscious decision: to further utilise the platform’s potential – with AI support that makes it easier to record purchase requisitions (PR) in the specialist departments and relieves the burden on operational purchasing.

Abraxas was already familiar with apsolut as a support partner for SAP Ariba and from many years of good co-operation. Marlene Schenkel, Strategic Sourcing Manager at Abraxas, therefore turned to apsolut with her enquiry.

apsolut presented the Copilot for SAP Ariba, developed in close partnership with the AI specialist Lhotse. A solution that automates the recording of PR on the basis of supplier quotations and relieves the operational purchasing department of the burden of processing incoming PR. Can Akin, founder and CEO of Lhotse, quickly recognised the specific requirements of Abraxas and rebuilt the solution to work with the existing Ariba forms. Good partnerships prove themselves

when things get complex. Marlene Schenkel draws a clear conclusion: “Our aim was to find a solution that works quickly. With the Copilot, we have found exactly that.”

The solution went live on 13 January 2026, after an extensive test phase and deliberately after Christmas to ensure that the launch received the necessary attention. The initial experiences are encouraging. Lhotse is continuously working on the further development of the Copilot, including the support of additional file formats and the further optimisation of quotation recognition.

Abraxas, apsolut and Lhotse have shown how modern procurement can work at an IT specialist for the public sector – with the right partners and the right solution.