

# apsolut implements SAP Ariba Buying at Döhler GmbH in record time



**German Awards  
for Excellence 2017**  
Döhler GmbH

**Company:**  
Döhler GmbH

**Industry:**  
Beverage and Food Industry

**Products:**  
Flavours, Fruit Products, Purees, etc.

**Key Facts:**  
Operating in more than 130 Countries

23 Production Plants

24 Application Centres

More than 50 Sales Offices

**Year of Foundation:**  
1838, Erfurt

**Headquarter:**  
Darmstadt, Germany

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

## CHALLENGES

- No system in use, yet; high manual effort; no strategy for operational purchasing; no process security; paper-based release processes
- Timeline-> Ariba Buying in 12 weeks (usually 24 weeks)
- Greenfield – however, installed processes

## SOLUTIONS

- Implementation of SAP Ariba Buying and Guided Buying including deep integration with the SAP S/4HANA ERP system
- Automatic exchange of receipts between SAP Ariba, ERP & Ariba Network
- Integration of ten catalogue suppliers, 150 free-text suppliers

## ADVANTAGES

- Increase in the catalogue quota
- Consistent, easy-to-use interface
- Consistent process for the entire company
- Users do not need any experience in SAP
- Automation of processes through automatic account assignment
- Avoidance of free-text orders
- Creation of forms

## WHY APSOLUT?

- Very fast understanding of the customer's situation and requirements by apsolut
- Trust in the professional expertise of apsolut
- SAP Ariba MEE Partner of the Year 2017 & 2018

3

months until GoLive. From  
kick-off on 17.03.2019 until  
launch on 27.06.2019





The project was carried out by an international project team with colleagues from Germany and Turkey.

## GO-LIVE IN RECORD TIME

Döhler is a worldwide manufacturer, marketer and supplier of technology-based natural ingredient systems and integrated solutions for the food and beverage industry.

apsolut was commissioned by Döhler with the ambitious project to implement SAP Ariba Buying and Guided Buying, including a deep integration with the SAP S/4HANA system, within a record-breaking time of three months. The normal timeframe for a project of this scale is around six months.

By the start of the first workshops, which were very tightly organised, Döhler did not have any automated approval workflows. Thus, manual efforts were high, and the process reliability was to be improved. The key to success was the efficient teamwork of the apsolut experts with the Döhler employees in Germany and Turkey, in combination with the high decision-making ability on customer's side.

But the software is only one side of the coin! The other side is user acceptance.

*“From the beginning of the project, we have made a remarkable change together with apsolut. The Döhler employees find their way through the easy user interface without any prior knowledge of SAP. As a result, our purchasing department is no longer an operational procurement office, but a team of in-house consultants”*

says Shibu Palakalodil, Project Manager SAP Ariba Implementation.

Ten suppliers and 150 free-text suppliers were connected to the new catalogue solution. All procurement processes at all locations throughout Germany were streamlined and automated through automatic account assignment, which significantly accelerated ordering processes. The intuitive Guided Buying user interface was accepted by the users within a short period of time and without any initial difficulties.

## IMPLEMENTED TOOLS



SAP Ariba Buying



Interface with SAP S/4HANA



SAP Ariba Guided Buying