From colourful maverick spending to globally standardised procurement processes

APsolut

FlintGroup

CHALLENGES

Replacing completely manual, paper-based processes with...
...too many approvers
...long ordering processes
...different processes, depending on division and country
...too many incorrect account assignments
...lack of transparency over spend categories
...time-consuming, manual purchasing reports

ADVANTAGES

- Process automation up to invoice verification
- Mapping of OPEX and CAPEX ordering processes
- Global roll-out with globally valid standard templates
- Correct, automatic account assignment
- Standardisation of processes and master data
- Employees can process orders from several suppliers in one order
- Significantly improved supplier cooperation through automatic payment processes, transparent allocations of invoice to orderer, etc.

WHY APSOLUT?

- Evidence of the necessary technical expertise through Industry best practices
- High level of know-how for integration of SAP Cloud solutions with SAP on-premise solution
- Not just technical expertise, but also expertise in change management in comparable projects

Company:
Flint Group

Industry:
Printing inks

Products:
Printing consumables and printing equipment

Number of employees:
6.500

Turnover:
€ 2 billion

Headquarters:
Luxembourg

Website:
www.flintgrp.com

70% of the **Tail-End** suppliers could be eliminated (in the countries in which SAP Ariba solutions are used)

INCREASING EFFICIENCY WHILE SAVING TIME AND COSTS IN THE P2O PROCESS WITH SAP ARIBA

Prior to apsolut's implementation of SAP Ariba, Flint Group had limited visibility into its indirect spend. Each item ordered required a separate ordering and approval process. Approvers needed several clicks just to see the purpose of the order. Cross-checks of budgets did not take place. Accordingly, it was difficult to control spending and ensure the best deals and lowest prices.

With the Guided Buying function, users can now quickly search for items they need and are automatically guided to the best supplier. Several articles can be procured at once without prior order transmission to an administrator. For the first time, the purchasing department has its own tool that is not structured according to the accounting logic of balance sheet accounting. The purchasers can track spending behaviour, identify regional and seasonal trends and consequently obtain a comprehensive overview of all expenditures.

SAP Ariba solutions also facilitate collaboration with suppliers. Buyers can now use the Spot Buy function to contact suppliers across multiple marketplaces.

Flint Group was also able to establish a preferred supplier programme and eliminate more than half of its end-customer suppliers. Redundant information within the master data was also eliminated.

And there are also many advantages from the supplier's point of view! For example, the automatic payment run makes it easier to meet agreed payment deadlines. Since the entire cooperation up to invoicing is completely paperless, numerous manual steps are eliminated.

"When selecting a partner for our procurement transformation, a high level of technical know-how was of course also important to us. Here, apsolut was able to convince us with best practices from customers of a comparable size. The decisive factor in the end was the experience in change management! Only in this way were we able to introduce a fully-fledged procurement system that is also accepted by all employees",

explains Göktürk Simsekol (Digital Transformation Director, Flint Group), who implemented the project in 2018 within the set targets and schedule.

IMPLEMENTED TOOLS

SAP Ariba Buying

SAP Ariba Guided Buying

SAP Ariba Commerce Automation

Integration of a 3rd party invoicing tool