

Optimization of the K+S Procurement Platform through SAP Ariba Implementation

**Company:**

K+S Group

Industry:

Mining

Products:

Fertilizers and specialty salts

Number of Employees:

>14,000

Turnover:

4.07 billion €

Headquarter:

Kassel, Germany

Website:

www.kpluss.com

CHALLENGES

- Simultaneous implementation of SAP Ariba Buying, Guided Buying and SAP Ariba Supplier Lifecycle and Performance
- Project management across time zones due to parallel implementations in Europe and North America
- Connection to an already existing Ariba Suite with actively used Sourcing module
- Replacement of an SRM system with customer-specific extensions and connection to optimized ERP purchasing processes

SOLUTIONS

- SAP Ariba Buying and Guided Buying
- SAP Ariba Catalog
- SAP Ariba Supplier Lifecycle and Performance
- SAP Ariba Commerce Automation

ADVANTAGES

- Expansion and standardization of P2P systems/Self-Service Procurement
- Significantly improved user-friendliness and guidance of the user to the *right* procurement path in Guided Buying
- Significant reduction of manual process interventions through increased degree of automation
- Easier procurement of low-value goods through Spot Buy

WHY APSOLUT?

- Convincing project references with comparable customers
- Extensive expertise in the integration of SAP cloud solutions to SAP on-premise solutions



Global project management across four time zones (Central Standard Time, Eastern Standard Time, Central European Time, Indian Standard Time)





Following the successful go-live, apsolut was awarded the support contract

STANDARD + CUSTOMIZATION + INTERFACES = NEEDS-BASED PROCESS LANDSCAPE

A major advantage of a cloud solution is its standardization, which generates comparatively low maintenance requirements and enables the automatic provision of software updates. At the same time, this standardization can be a major challenge, because a fundamental question is often how individual adjustments can be made despite standards. Together with SAP and an international team from the K+S Group, apsolut has implemented many of these adaptations, also known as customizations, for the customer's SAP Ariba Suite, thus once again demonstrating its innovative strength. The most important customizations are described below:

While standard orders are sent directly from SAP Ariba to the SAP Ariba network, K+S required orders to be sent first to the ERP back end, and from there to the SAP Ariba Network together with other ERP orders. Previously, it was not possible to send SpotBuy orders in this integration scenario. To solve this challenge, apsolut has made adjustments to the CIG interface that will be incorporated in future customer projects.

apsolut has also made a further adjustment to the standard in the approval workflow: While only fully approved purchase orders can be sent to the back end in the standard system, K+S also wanted to enable free text purchase

requisitions to be sent to the SAP back end for further processing. This was made possible by an innovative development from apsolut.

To map specific business processes outside the standard, apsolut has also developed several new customer fields in collaboration with SAP. For example, due to the size of the plants, it is often not sufficient for K+S to provide a standard delivery address. Within a plant, the so-called unloading point is very important to ensure reliable delivery to the desired destination. For this purpose, a customer field has been provided which allows each user to select an unloading point depending on the plant.

Although K+S does not use the SAP Ariba Contracts tool, the release of Service Contracts via Guided Buying should be made possible. The difficulty: In the standard process, each contract loaded in SAP Ariba Buying is automatically assigned an Ariba-specific contract ID, which cannot be assigned to any SAP contract when exporting a contract release order in the back end. The solution: apsolut has developed an interface that allows SAP contracts to be replicated in SAP Ariba Buying and the SAP contract ID to be exported. As a result, each contract called off in



Guided Buying is automatically assigned to the relevant contract in the back end.

apsolut also provided a customized response to a challenge relating to the SAP Plant Maintenance module, SAP PM for short: K+S wanted to prevent purchase requisitions for non-catalog items using SAP Ariba Buying, which is linked to SAP PM. In the standard system, however, it is only possible either to prohibit purchase requisitions for non-catalog items completely or to allow them for each scenario. Together with SAP, apsolut has developed a logic that checks whether a user is accessing the Ariba Suite from SAP PM. If this is the case, the Creation of a non-catalog requisition is automatically disabled.

“When selecting our implementation partner, apsolut was able to prevail over internationally active competitors thanks to its excellent understanding of our requirements, openness in partnership, and great flexibility. Thanks to the very good cooperation with the apsolut team, we successfully completed the project and signed a support agreement for future developments”,

explains Julia Graubner, Senior Procurement Project Manager at K+S.

IMPLEMENTED TOOLS



SAP Ariba Buying



SAP Ariba Catalog



SAP Ariba Guided Buying



SAP Ariba Supplier Lifecycle
and Performance



SAP Ariba Commerce
Automation