

Successful move from SRM to SAP Ariba Buying at KSB by apsolut

**Company:**

KSB SE & Co. KGaA

Industry & products:

Pumps & fittings

Number of employees:

15,100

Turnover:

2,21 bn. Euro

Headquarter:

Frankenthal, Germany

Website:

www.ksb.com

CHALLENGES

- Timely replacement of the existing SAP SRM system with a globally implementable solution, with a modern user interface and simple system handling
- Simultaneous Go-Lives in Germany, France and Spain
- Creation of a new global demand approval workflow
- Tactical Sourcing for End Users
- Modifying the process for the shared-service-center-department with different views

ADVANTAGES

- Intuitive shopping-interface for more than 1,400 end users
- Improved Compliance and control over the procurement process
- Higher level of transparency across the entire process chain
- Establishing a globally uniform approval workflow

SOLUTIONS

- SAP Ariba Buying

WHY APSOLUT?

- Convincing representation of the implementation know-how
- Team-oriented, open communication approach



Maximum visibility with just a few clicks: Requesters can add products into the approval workflow and can always see in which approval step the shopping cart is in.



Suppliers can report back order confirmations and shipping notifications via the Ariba network.

SIMULTANEOUS GO-LIVES AND ONBOARDING IN THREE COUNTRIES

Breaking down and converting existing processes in a concern is no easy undertaking. Considering that the SAP SRM system at KSB SE & Co. KGaA has been continuously adapted to the concern's own needs over the past few years, the question arises why such a landscape, which has grown for good reasons, should be transferred to a cloud solution such as SAP Ariba.

According to the responsible person at KSB, this question is easy to answer:

“For the new Ariba system, we were able to onboard more than 1,400 users in three national subsidiaries with only little training effort”,

reports Jane Wanger, Global Procurement Systems & Support at KSB.

“With regard to our Procurement processes, we have gained significant transparency and control.”

In the first step, the core project team, consisting of employees from apsolut and KSB, set about evaluating and scrutinizing the existing structures and processes in purchasing and transferring them into best practice standards. In the second step, the highly motivated project team led by Jane Wanger tackled the eight-month Ariba implementation in Germany, France and Spain. Following the simultaneous go-lives in the three countries, roll-outs will take place in additional countries in the coming months.

Using SAP Ariba, KSB was able to define global and standardized processes, such as Tactical Sourcing. This enables demanders to independently request requirements from selected suppliers via Ariba. Subsequently, they will receive an offer from the suppliers and can transfer them into an order directly. The result is an enormously reduced free text order rate. Tactical Sourcing is one of many examples of how the introduction of Ariba can significantly reduce the workload of a purchasing department.

IMPLEMENTED TOOLS



SAP Ariba Buying