APsolut
Part of All for One

Clear edges in the product.
Clear approach in goods sourcing.

Company:
VEKA

Industry:
Plastics processing

Products:
Profile systems for windows, doors, roller shutters, sliding doors and panel systems

Number of employees:
7,000

Turnover:
1.5 billion Euros [2026]

Headquarters:
Sendenhorst, Germany

Website:
www.veka.de

CHALLENGES

- Procurement without a common thread: Email, fax and phone instead of the system
- High Maverick buying quota: orders placed without going through goods sourcing
- Lack of data transparency: Donation cannot be reliably analysed

SOLUTIONS

- SAP Ariba Buying, including Spot Buy and goods receipt posting: operative procurement from requisition to purchase order
- Snap Licence: pre-configured, ready-to-use implementation framework

BENEFITS

- Simpler ordering process: noticeably easier for every user; invoices are no longer a matter for specialist departments
- Transparency in goods sourcing: for the first time, a reliable overview of who is ordering what, where and at what price
- Improved analysis: new material groups lay the foundations for standardised product groups across the entire group

WHY APSOLUT?

- The best source for SAP Ariba: apsolut is recognised as a leading SAP Ariba partner
- The right chemistry right from the start: the human factor was there from the very beginning, and in a project of this magnitude, trust matters more than any technical specification



13 Other subsidiary companies: global roll-out in preparation, from site to site on a single system.

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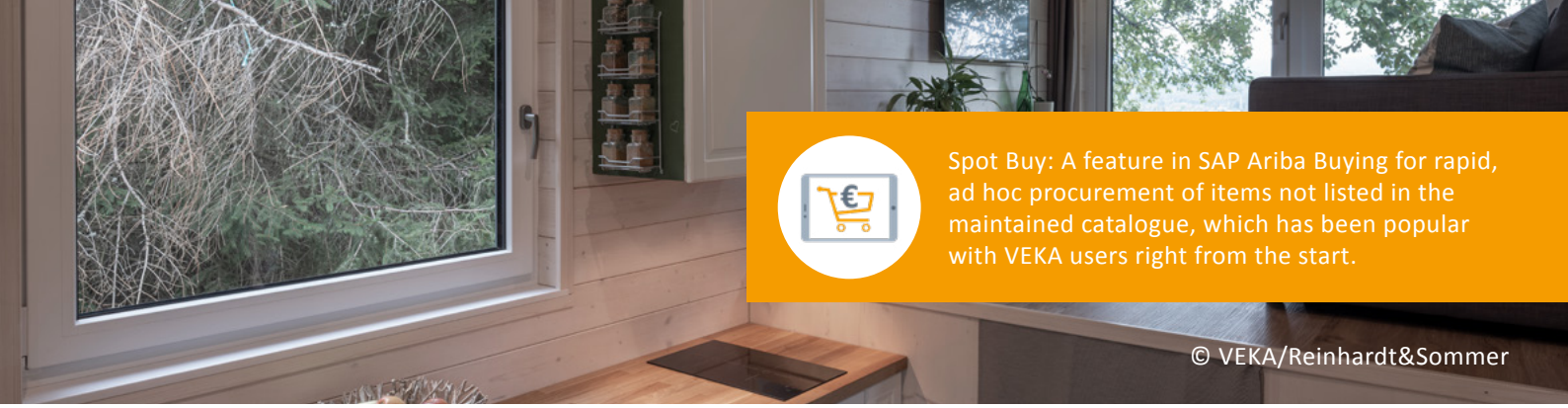

Spot Buy: A feature in SAP Ariba Buying for rapid, ad hoc procurement of items not listed in the maintained catalogue, which has been popular with VEKA users right from the start.

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How VEKA benefits from SAP Ariba Buying and apsolut to tidy up their procurement process

A window profile leaves no room for error. Three millimetres wall thickness, Class A, world-leading: VEKA is the only system supplier in Germany to manufacture exclusively Class A window profiles.

Before Ariba, C-parts were ordered by email, fax or phone. Each unit posted its own accounts and had to print out invoices. The unofficial motto for C-parts: The main thing is that it‘s available.

The existing processes ensured supply, but could still be improved by greater standardisation and transparency. Some orders were placed outside standard procurement channels. For an international company with around 7,000 employees across more than 50 locations, a scalable solution that could be integrated across the entire group was therefore required.

What is remarkable is: The impetus did not come from outside. No audit, no diktat from the board, no failed trial. It stemmed from our own desire to rethink the way we source goods. As part of the **VEKA Strategy 2030** and as part of our journey towards becoming a more process-oriented company, this aspiration has been transformed into a clear objective: an end-to-end, transparent and sustainable **Purchase-to-Pay process** across the entire group.

It soon became clear what it was. As part of a consistent SAP First strategy, the choice fell on SAP Ariba Buying: ease of use, an account allocation system that is no longer tied to individual teams, and a system that encourages users to seek out the cheapest items of their own accord. The solution was implemented under a Snap licence, the pre-configured version of SAP Ariba Buying, which gave the project the necessary momentum right from the start.

A solution is not yet a way forward. You don‘t go your own. VEKA opted for apsolut. For two reasons that go hand in hand: our reputation as the best SAP Ariba partner, and what no data sheet can show. The chemistry was right from the very start.

The biggest hurdle wasn‘t the technology anyway, but habit: Processes that had developed over the years had to be overhauled. And processes that have „worked“ for a long time are the hardest to change. Added to this was the occasional rigidity of the Cloud, which straightens out some of the special curls we‘ve grown fond of.

The first real test was the go-live at the head office in Sendenhorst: 18 users who are changing the way they source supplies from one day to the next. It was a success. Ariba‘s performance was impressive right from the start, and one feature stood out in particular: Spot Buy was an instant hit with users.

The ordering process is noticeably simpler; users hardly have to deal with invoices at all, and goods receipt posting is easier than ever. And goods sourcing finally gets what it has been missing for years: Transparency. New material groups provide better analytics and, in the long term, will enable the entire group to organise its operations according to standardised product groups across the board – laying the foundations for VEKA to view its process as a whole for the first time, rather than as the sum of many individual solutions.

Sendenhorst was the dress rehearsal, not the finals. A further 13 subsidiaries will follow, free from the copy-and-paste approach and integrated into a system that speaks the same language across all sites. VEKA has long since incorporated this language into their profiles. Now, the company is learning about goods sourcing.

„A process-oriented approach does not arise from organisational charts or systems. It arises when people start to think in terms of end-to-end processes that cut across departmental boundaries. This is precisely the path we are taking with the VEKA Strategy 2030. The purchase-to-pay process is a key area of focus for goods sourcing. In apsolut, we have found a partner with whom we‘ve hit it off right from the start and who is walking this path alongside us.“

– Michael Adams, Head of Strategic Procurement & P2P Process Owner, VEKA AG