

apsolut successfully completes SAP Ariba Buying Snap project for Zentis



Company:

Zentis

Industry:

Food processing

Products:

Fruit preparations, jams, confectionery

Number of employees:

Approx. 1,900

Turnover:

830 million Euros

Headquarters:

Aachen, Germany

Website:

www.zentis.de

CHALLENGES

- SAP Ariba Buying implementation not suitable for practical application after 12-week project duration with original consulting partner

SOLUTIONS

- Project re-start with apsolut
- Initial 2-day meeting on site
- Implementation of SAP Ariba Buying Snap including Guided Buying and Spot-Buy

ADVANTAGES

- Successful roll-out thanks to apsolut expertise
- Straightforward roll-outs in other companies
- For employees: simple usability and quote comparison
- Improved transparency, compliance and cost saving thanks to bundling

WHY APSOLUT?

- Successful collaboration in previous projects
- Unrivalled SAP Ariba expertise
- Customer-focused consulting



Approx.
400

Employees onboarded initially.



20

Catalogues will be connected to the new suite by the end of 2024.

RE-START AT A HIGHER CONSULTING LEVEL

The previous tool used for indirect procurement at Zentis had become obsolete and was extremely limited in its configuration options. As an example, a small number of “power users” had to create the orders for each department and Purchasing department staff had to manually carry out certain maintenance activities. When it became clear that the tool could not be rolled out globally across organisations, it was obvious that a new solution was needed.

As Zentis already had an SAP-based system landscape and had amassed several years of experience with SAP Ariba Commerce Automation, they quickly decided to opt for the Snap mid-sized business edition of SAP Ariba Buying. A cost-effective implementation partner was quickly identified.

Project scope: Initially, around 400 employees were to be able to order indirect materials and services, including trade services and training courses, via a central platform.

The project at Zentis started with optimism, but this quickly faded. “12 weeks after the project kick-off, very little actually worked,” recalls Patrick Tydex, Project Manager at Zentis. “So we decided on a re-start with a different partner. This time around, we wanted to work directly with an expert with full understanding of the system.”

People recalled the positive experiences with apsolut during implementation of SAP Ariba Commerce Automation and onboarding into the Ariba network as a

supplier in the USA. Shortly after the initial contact, there was a two-day meeting in Aachen, which successfully ushered in the new start.

“apsolut pro-actively asked us questions from the outset, discussed our aims and created a new roadmap. This approach was the complete opposite of the original project and it worked fantastically,” explains Tydex.

apsolut’s expertise shone through on multiple occasions, such as when transferring configurations from the test system to the production system and when configuring the filter rules, which were reduced from 800 in number to just a few.

The roll-outs have since been completed in Germany. Two plants in the USA are set to follow next, possibly followed by plants in Eastern Europe. The team around Patrick Tydex and his colleague Adrian Oertel are considering implementing additional tools and processes. In any event, the process will be gradual and will start by exploiting the newly created potential. At Zentis, you know that you have a partner to provide reliable advice and implementation by your side.

IMPLEMENTED TOOL



SAP Ariba Buying SNAP
incl. Guided Buying