

# Can you win the triple crown of procurement?

In racing, achieving the “triple crown” means winning the three most prestigious events of your sport. Now, procurement has its own triple crown – and the prize is up for grabs. Here’s how to achieve it.

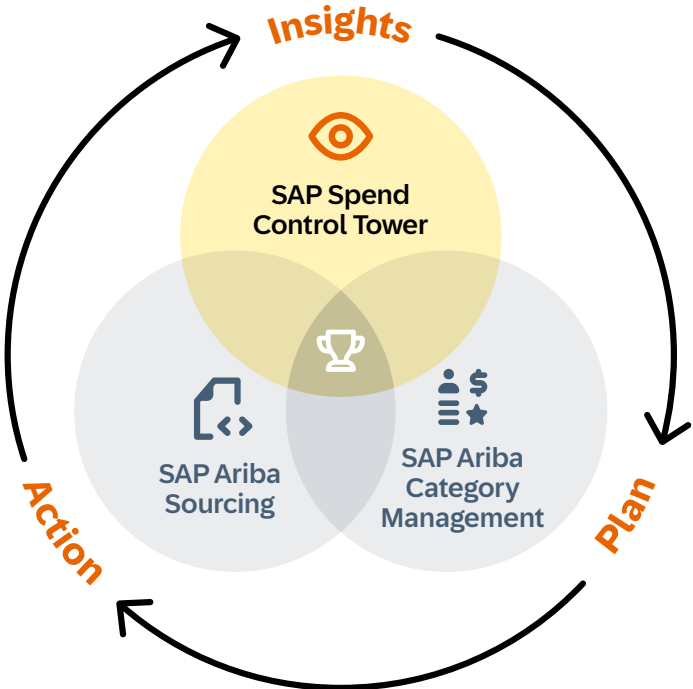


## On your mark Step 1: Insights

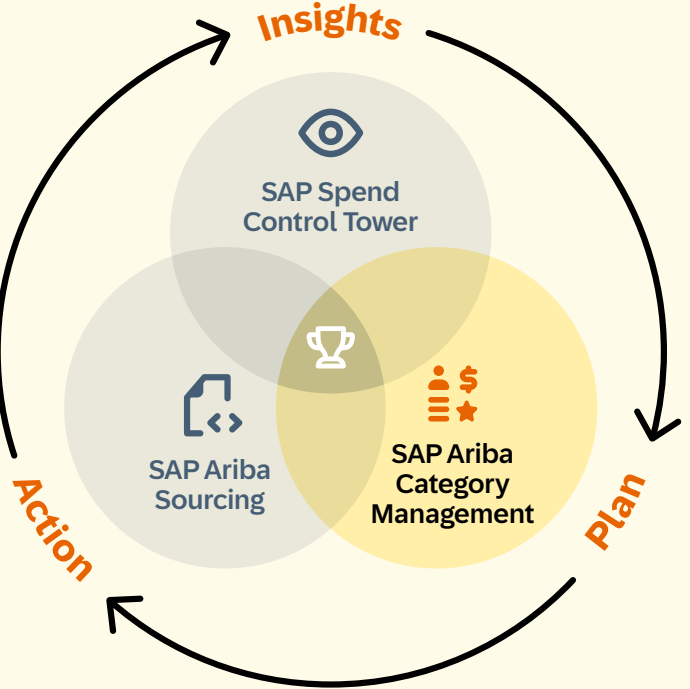
First, you need answers to your most important questions: Where did I spend? Where am I spending now? How should I spend in the future?

SAP Spend Control Tower enables you to see all your spend in one place, by aggregating and consolidating data from all your systems, business units, ERPs, and countries.

- It delivers precious insights into:
- What drives your spend
  - What levers you can pull to impact those drivers
  - What causes price fluctuations
  - How best to negotiate to achieve your objectives



Check out the **Spend Control Tower Intro video**.



Watch this **short video** to see **SAP Ariba Category Management in action**.

## Get set Step 2: Plan

Insights from SAP Spend Control Tower help you predict what challenges you’re likely to face. Next, you need to come up with executable strategies to act on those insights. This is where category management comes in.

First, you decide on your objectives for each spend category, such as reduce risk, cut costs reliable supply or compliance.

SAP Ariba Category Management digitalizes and streamlines the development, execution, and monitoring of your category strategies through category analytics, process guidance, analysis frameworks, and intelligent recommendations.

You can create AI-generated Kraljic matrices and Porter’s Five Forces at the click of a button, then enhance them using your expertise. And all category managers can collaborate seamlessly.

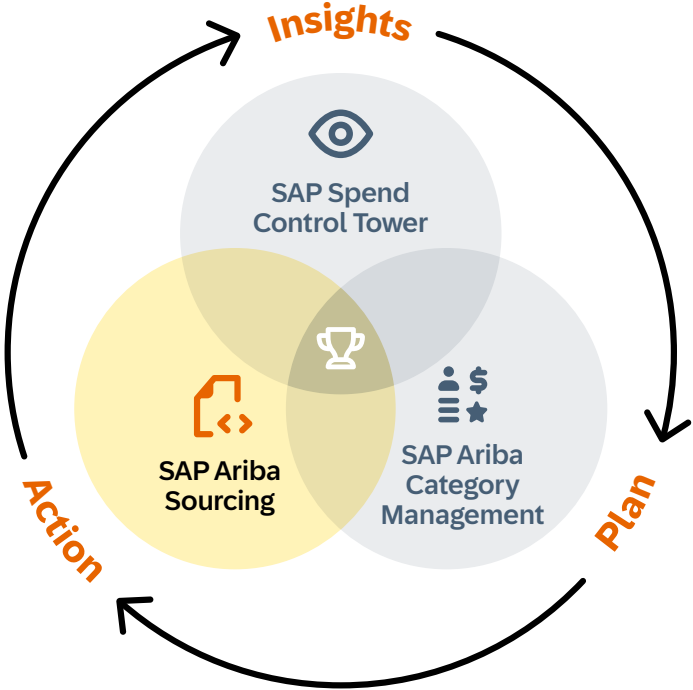
## Go! Step 3: Actions

With the strategy defined, it’s time to ensure that your team’s expertise translates into outstanding business results. That might be sourcing additional suppliers across different geographies to reduce risk, finding vendors that can offer higher quality or faster delivery, or something else.

Cost must be balanced against these objectives. Going with a slightly more expensive supplier upfront might save money down the line if it avoids delays, returns, and complaints.

SAP Ariba Sourcing empowers the brilliance of your people. It enables sourcing teams to see the category management objectives and work towards them. And it puts powerful insights at their fingertips so they can make even better decisions, tackle spend and negotiate more successfully.

The result? You can put the full force of your talent onto optimizing category outcomes.



Watch this **short video** to see how **AI can speed up sourcing**.

## Winning the triple crown every time

The path of insights to action can help you win the triple crown of procurement. But it’s not a one-and-done journey. It should be a feedback loop driving continuous improvement, so you can win over and over again.

For example, after a one-year sourcing contract, you should analyze the results and use those insights to update your objectives, refine your strategy, and perform even better next year.

Together, our best-in-class solutions – SAP Spend Control Tower, SAP Ariba Category Management, and SAP Ariba Sourcing – deliver exponential capabilities that transform the procurement journey with low risk and high impact.

Welcome to the next generation of strategic procurement. Are you ready to win?

Access your copy of **Insights to Action: Your three steps for winning the triple crown of strategic procurement**

Download

To learn more about how to get total spend visibility, intelligent supplier matching and new category insights, speak with an expert or request a demo

Contact us