



How Does **Digital Procurement** Unify Spend Management and Support Supply Chain Continuity?

€14 billion in direct, indirect, and services procurement at the regional and business-unit level

Schwarzkopf, Dial, Persil, Pattex, Loctite – these are just a few of the beauty, laundry and homecare, and adhesive brands from Henkel that consumers around the globe count on every day. With operations in more than 120 locations, keeping a close eye on spend is critical to business continuity and revenue growth. To ensure that global supply chains for each of its three business units are prepared for market shifts and demand fluctuation, Henkel's procurement organization embarked on a digital transformation journey. One of the first steps was to find a partner that understood its challenges and could provide a platform that would **simplify, unify, automate, and standardize the source-to-pay process** and increase spend visibility enterprise-wide.



Embarking on a Global Procurement Transformation That Will Support Profitable Growth with SAP® Ariba® Solutions



Before: Challenges and Opportunities

Complicated, disparate, and manual source-to-pay process that limits spend visibility and makes it hard to drive compliance and secure advantageous contracts

Why SAP

- Unified procurement solutions that support the source-to-pay process end to end
- Fully integrated, highly automated processes and lean, simplified workflows
- Robust, flexible spend analytics that enable total spend visibility across regions and business units
- Spend compliance that can be built into every transaction
- Engagement, enablement, and a simplified user experience through Ariba® Network and the SAP® Ariba Supplier Lifecycle and Performance solution

After: Value-Driven Results

- Simplified strategic sourcing
- Lean, automated, and integrated workflows that speed up approvals and help ensure compliance
- Guided buying capability that streamlines the purchase-to-pay process for buyers worldwide
- Spend transparency that helps increase savings, cash flow, sustainability, and operating performance
- Greater supply chain continuity and quality, which directly impacts sales and business continuity
- Powerful analytics of key spend metrics, helping improve procurement and the business strategy
- Integration of SAP Ariba solutions with SAP Cloud Platform and the SAP Analytics Cloud solution, accelerating access to data analytics that enables faster and confident decision-making

“Technology allows us to speak the same language across Henkel. SAP Ariba solutions are key to connecting purchasing, supply chain, manufacturing, deliveries, and sales. They **increase the resilience of our supply chains** today and give us the tools to keep our finger on the pulse of tomorrow.”

Bertrand Conqueret, Chief Procurement Officer & President Henkel Global Supply Chain, Henkel

100%

Automation of the ordering process

Unified

Source-to-purchase platform, bringing together buyers, suppliers, and shared service centers



Henkel
Düsseldorf, Germany
www.henkel.com

Industry
Chemicals and consumer products

Products and Services
Adhesive technologies, beauty care, laundry, and home care

Employees
53,000

Revenue
>€20 billion

Featured Solutions
SAP Ariba solutions

THE BEST RUN





Featured Solutions and Services

Henkel is realizing its **digital procurement transformation** with the following SAP® solutions:

- SAP ERP
- SAP Ariba® Strategic Sourcing
- SAP Ariba Supplier Lifecycle and Performance
- SAP Ariba Buying and Invoicing
- Guided buying capability
- Ariba Network
- SAP Cloud Platform
- SAP Analytics Cloud



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