



PUBLIC

How Can **Procurement Transformation** Drive Business Value, Continuity, and Resilience?

Leveraging global supply chains to deliver the best financial services to more than **30 million** customers

As the largest bank and insurer in the United Kingdom, Lloyds Banking Group plc counts on a vast network of global suppliers for everything from technology to office supplies and services. Managing supply chain risk is a top priority for the group's procurement team. So is enabling optimum contract outcomes, supply chain sustainability, and simple, transparent buying and selling for employees and suppliers. To unify and standardize procurement processes and gain the deep data insight it needs to **ensure stable, secure, and compliant supply chains** for the bank and its customers, Lloyds embarked on a digital procurement transformation.

SAP Ariba 

THE BEST RUN



Digitalizing Procurement to Enable Supply Chain Visibility, Compliance, and Security with SAP® Ariba® Solutions



Before: Challenges and Opportunities

- Difficulty managing supply chain risk, optimizing spending, and driving value and sustainability
- Disparate procurement processes and systems across the group
- Lack of visibility into the supplier network, limiting the insight needed to make strategic decisions

Why SAP

- SAP® Ariba® solutions to centralize, standardize, and simplify sourcing, contracts, procurement, payment, and supplier lifecycle and performance management
- Ariba Network to connect buyers with millions of suppliers worldwide, including third-party marketplaces and platforms such as Amazon Business and Mercateo
- Advanced procurement analytics for total supply chain transparency and insight
- Full integration with existing SAP solutions, as well as a strong technology proposition and road map

After: Value-Driven Results

- User-friendly experience and digital workflows that allow users to work from anywhere
- Automatic integration of contract terms, pricing, and discount data into POs, reducing administrative work, increasing visibility for sourcing managers, and ensuring value throughout the contract lifecycle
- Procurement data analytics that will increase spend visibility, thus enabling greater buyer autonomy
- Machine learning that will help optimize catalogs so buyers can find what they need quickly
- Ability to reach and collaborate with more suppliers worldwide for everything from laptops to PPE
- Integrated sourcing, contracting, and e-signature management, making it easier to work with Lloyds
- Total supplier transparency to support supply chain continuity, compliance, security, and sustainability

“When it comes to procurement, SAP Ariba solutions are our backbone. They have allowed us to stay agile and flexible and keep our services running by giving us total visibility into our supply chain, so we can **manage risk and deliver real business value.**”

George Booth, CPO, Lloyds Banking Group plc

65,000

Employees using SAP Ariba solutions remotely

30-day

Pledge for supplier payment – increasing their trust in the Lloyd’s partnership

SAP Ariba

Lloyds Banking Group plc
London, United Kingdom
www.lloydsbankinggroup.com

Industries
Banking and insurance

Products and Services
Retail and commercial banking, financial services, and insurance

Employees
65,000

Revenue
£17.14 billion
(€18.9 billion)

Featured Solutions
SAP Ariba solutions

THE BEST RUN





Featured Solutions and Services

Lloyds Banking Group plc is using the following SAP® Ariba® solutions to **streamline and simplify procurement** enterprise-wide:

- SAP Ariba Buying and Invoicing
- SAP Ariba Contracts
- SAP Ariba Sourcing
- SAP Ariba Discovery
- SAP Ariba Supplier Lifecycle and Performance
- SAP Ariba Cloud Integration Gateway
- Ariba Network



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