



# Unified View of Sourcing Activities

A Leading Two-Wheeler OEM

# Gain Visibility in Global Procurement with SAP Ariba

The **oldest** global motorcycle brand in continuous production

Revenue: **USD 1.3 Billion**  
Employee: **14,000+**  
Manufacturing Plants: **4**  
Exports to **50+** Countries

Established in 1890, a well-known automobile company that primarily deals in manufacturing of classic looking, adventurous and off-roading motorcycles and exports to more than 50 countries.



# Ambition to deliver value and adventure to their customers

## Approach:

With multiple offices across the globe, the customer wanted to attract the best price on a common platform. They have automated their complete process of Requisition and tracking price benefits from the very 1<sup>st</sup> step of sourcing.

## The Result:

- Reduce overall operating costs and make procurement operations more efficient
- Gain global visibility into global procurement activity
- Harmonize sourcing and supplier management across the enterprise
- Identify areas for cost reduction

## Value Driven Outcome:

- Standardized procurement processes globally through the standardised templates and introduction of strict procurement policies and approval workflows
- Unified the overview of sourcing activity with a single source of truth
- Advanced strategic decision-making by giving procurement teams full visibility into regional sourcing process
- Improved communication with vendors by using Ariba Network, making it easier to identify areas for savings
- Strengthened employee adoption through the appointment of “change champions” to support the transition to SAP Ariba solutions
- Enhanced company’s ability to achieve its cost reduction targets in a sustainable manner