



# Feature at a Glance

## SAP Process Mining by Celonis, Cloud Edition for SAP Ariba Sourcing

Jaideep Tungare, SAP Ariba  
Target GA: November, 2019

CONFIDENTIAL

## Feature at a Glance

Ease of implementation

● High-touch

Geographic relevance

● Global

# Introducing: SAP Process Mining by Celonis, Cloud Edition for SAP Ariba Sourcing

## Customer challenge

Process inefficiencies can reduce speed and profit margins hindering organizational agility. These inefficiencies are not always transparent and getting the information needed can be time consuming, expensive and often not reliable.

In order to take action to optimize processes, you need factual data and ongoing monitoring to understand if people are following the process as intended.

## Solution area

Solution Extension / Sourcing

## Meet that challenge with SAP Ariba

This cloud-based subscription software provides click, connect, and play functionality for processes and applications using pre-built connectors and screens that can be adapted to your business requirements, reducing the need for time-consuming integrations.

SAP Process Mining by Celonis provides complete visibility into as-is processes and discovers and plots the actual flow of your processes, including all variants.

This feature specifically provides a new connector for SAP Ariba Sourcing solution

## Implementation information

To have this feature enabled, please have your Designated Support Contact (DSC) submit a **Commercial Request** with your SAP Ariba Customer Engagement Executive or Account Manager.

## Experience key benefits

This solution enables you to visualize and understand your Sourcing processes. It turns process execution data into intuitive graphical representations that present a clear picture of how tasks are being performed, how well they run, and where they consume the most manual effort.

Powerful analytics compare variants against your documented business processes, showing conformance compared to design.

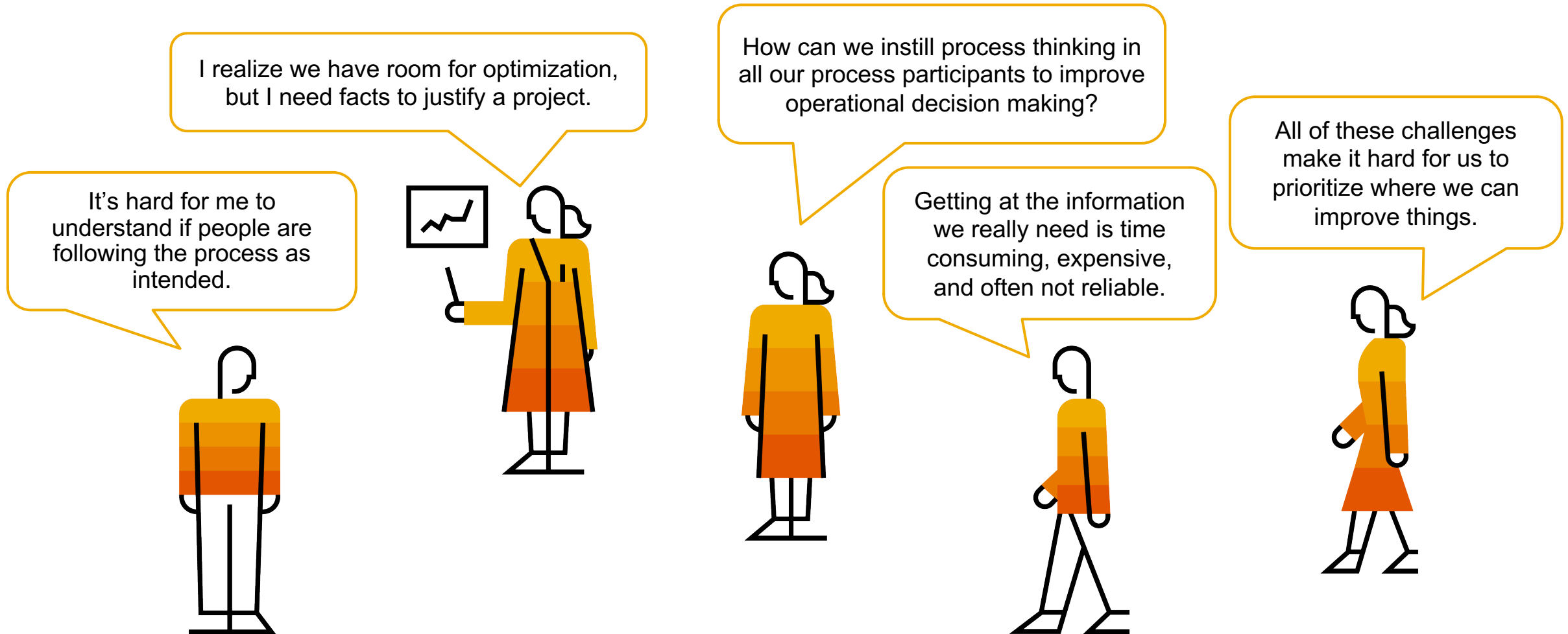
## Prerequisites and Restrictions

None

## Feature at a Glance

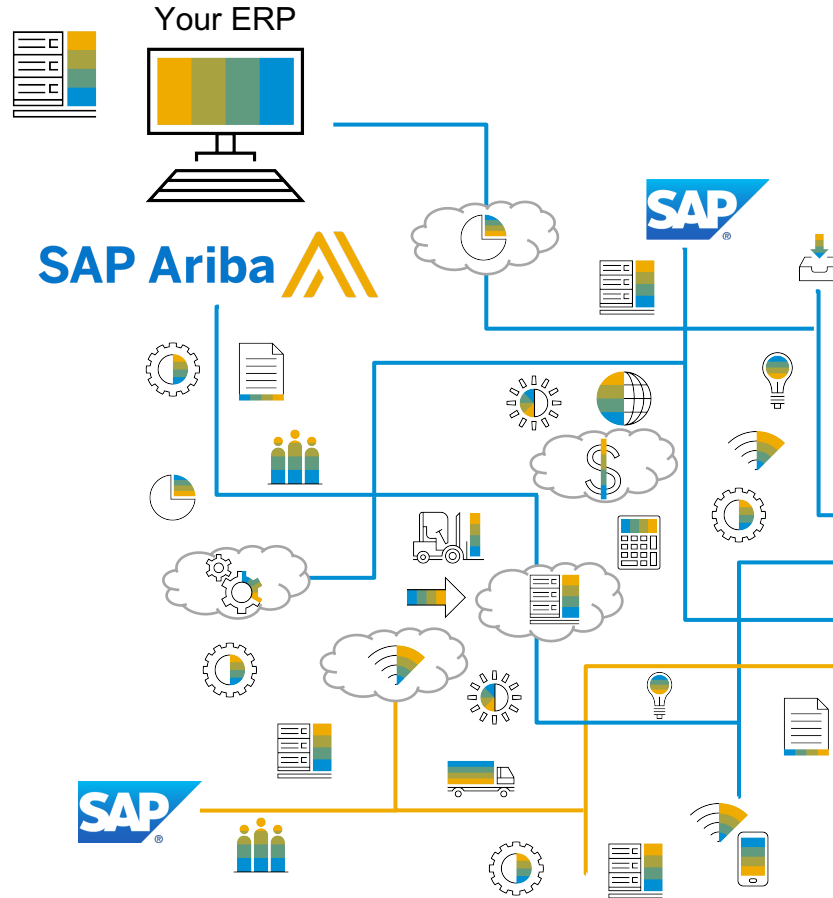
# Introducing: **SAP Process Mining by Celonis, Cloud Edition for SAP Ariba Sourcing**

### Challenges with achieving process excellence



## Feature at a Glance

# Introducing: SAP Process Mining by Celonis, Cloud Edition for SAP Ariba Sourcing



## Event log

Time Stamp	Event	ID
2019-05-01	Create Sourcing Event	#1234
2019-05-05	First supplier bid	#5678
2019-05-30	Award scenarios created	#1234
2019-06-05	Awarding completed	#9012



### Step 1

Connect and extract data from IT procurement systems

### Step 2

Unearth root causes of processes issues using AI to identify the most impactful opportunities for improvement

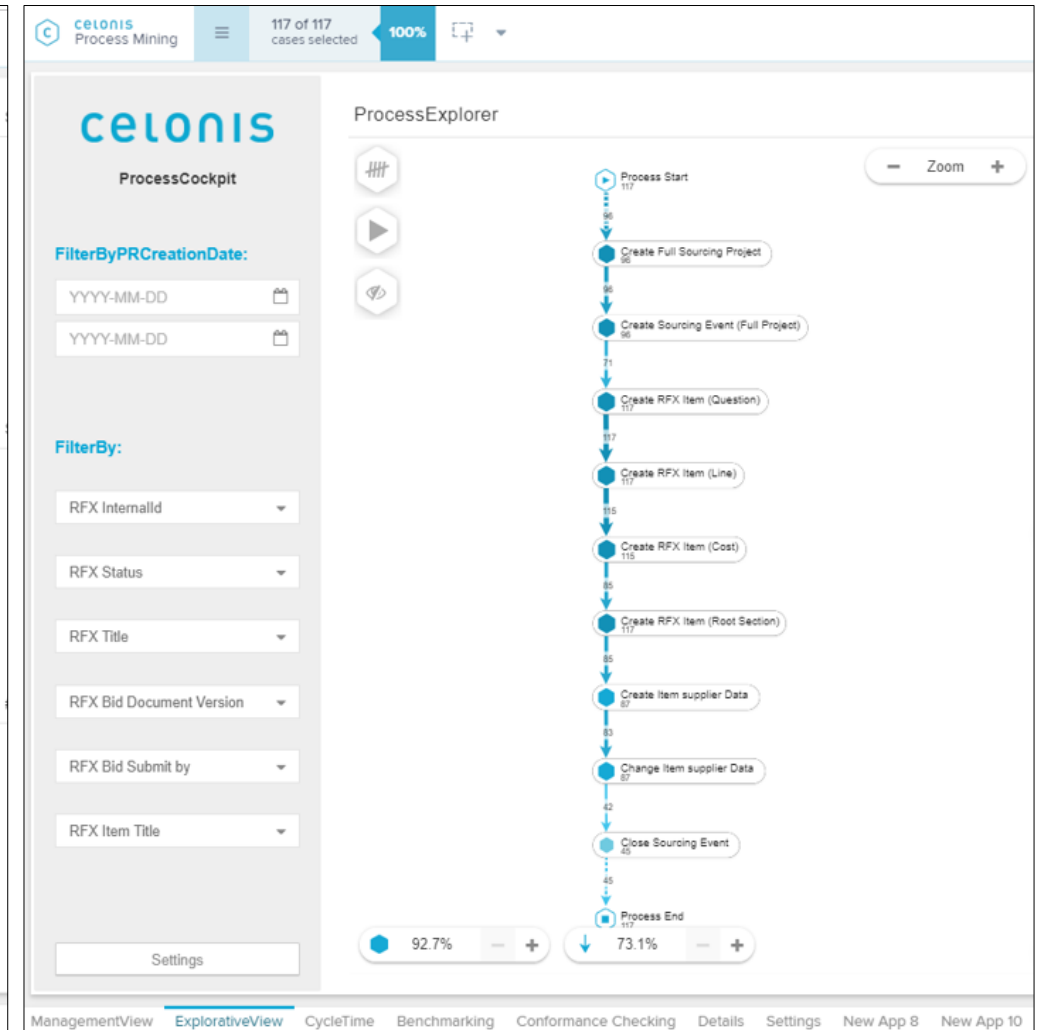
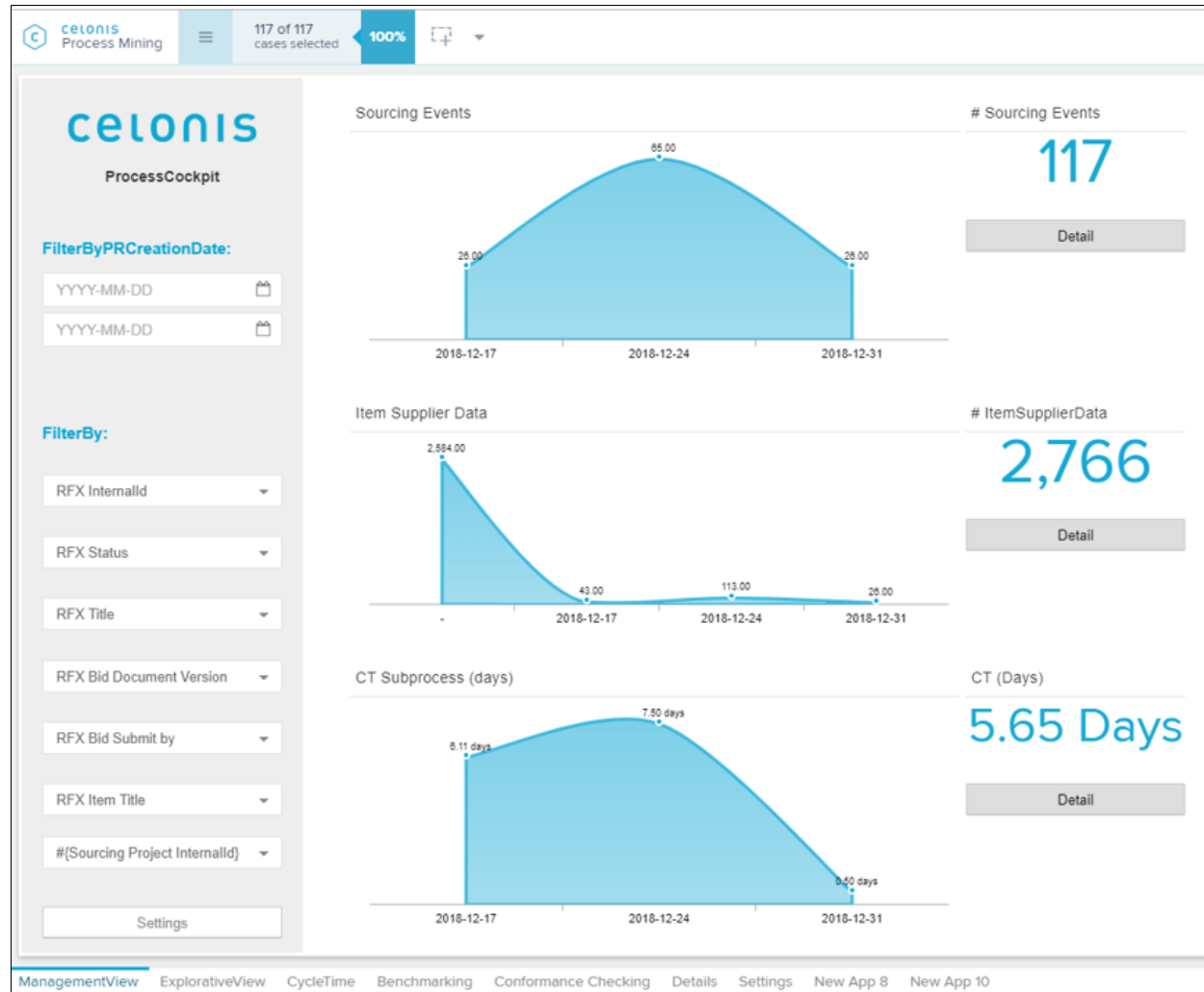
### Step 3

Transform your existing workflows by enhancing processes with an intelligent layer

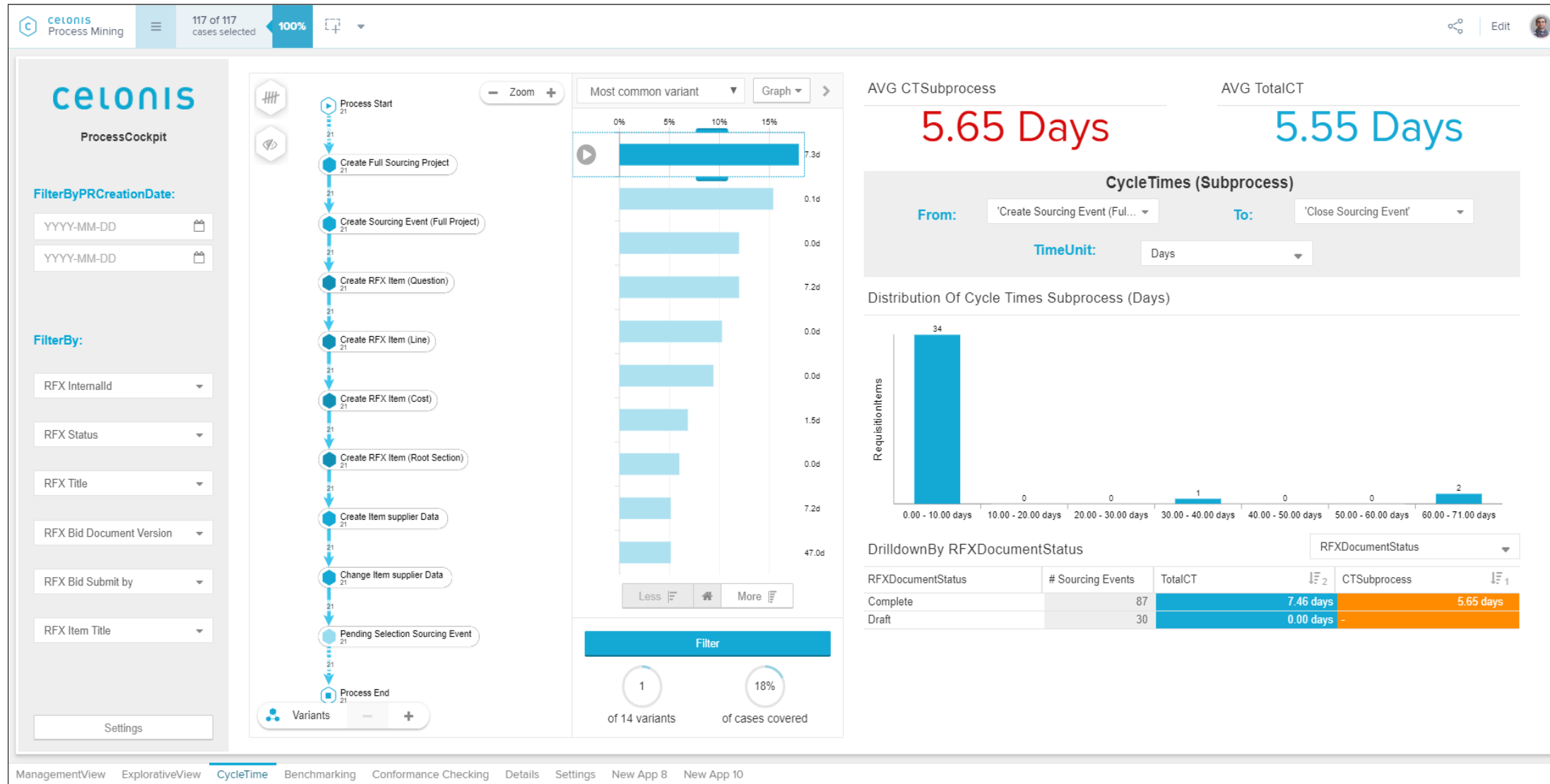
### Step 4

Continuously monitor for process conformance and business outcomes

# Sourcing Dashboard & Process Flow



# Sourcing process Cycle times



## Feature at a Glance

# Introducing: SAP Process Mining by Celonis, Cloud Edition for SAP Ariba Sourcing

### Key value drivers



## Efficiency

Bottlenecks and deviations in the **customer journey** have negative impact on **customer satisfaction**.



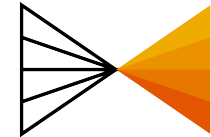
## Revenue

Streamlining the onboarding process improves the ability to **acquire new customers** and **revenue streams**



## Margin

Enterprises **lose 10% to 20% of their margin** due to their failure to **find and eliminate inefficiencies** in their processes.



## Retention

Pinpointing **inefficiencies** and deviations that need correction helps **maintain customer retention**.