

## Xoomworks helps Pharmaceuticals company with global Ariba rollout



Client: Global Pharmaceuticals Leader  
 Size: Over 30,000 employees  
 Project: Ariba Procurement On-Demand

Xoomworks helps major pharmaceuticals organisation  
rollout end-end Source to Pay Ariba  
across the globe



### The Challenge: Complex processes and global

The programme was to implement an end-to-end Source to Pay (S2P) solution for indirect spend, integrating sourcing, purchasing and payments on a common Ariba platform.

Goals were to control costs, minimise risks, improve profits and optimise cash flow. With roll-outs in UK, Mexico, Brazil and Spain as part of phase

one and a dozen other markets to follow, the challenge was to simplify to a common solution and coordinate go-lives across the Ariba on-demand platform.

### The Solution: Two areas of focus

Xoomworks worked in partnership with the client to identify the areas where our expertise would be most beneficial.

Following these discussions, Xoomworks focused on two core areas:

**Business process design with an eye to the regulators:** Having worked extensively in the pharmaceuticals industry across a number of major clients, Xoomworks understands the regulatory requirements that need to be met. But at the same time, within a global organisation, there can also be significant benefit in standardising processes.

Xoomworks focused on capturing and mapping business requirements at design stage to suit both legal frameworks and market trends, as well as moving towards a more global framework.

Additionally, we focused on the heavy, manual paper-based activities that could be automated and made electronic, therefore creating faster, more accurate payments and reduced resources from accounts payable.

#### Making it user-friendly – internally and for suppliers

We understand the need to make easy-to-use solutions to increase usage and compliance. As well as ensuring the latest streamlined Ariba functionality was used, our multi-lingual team worked with each country's Procurement function to adapt, for example, commodity hierarchies, catalogues and user assistance to meet local needs.

Xoomworks created Ariba templates that targeted specific spend categories such as digital advertising, market research and promotional materials. These helped channel purchasing efforts, while allowing suppliers to punch into the local system and participate in the sourcing process in a consistent way.

With a focus on suppliers, as well as internal stakeholders, clear Ariba network policies and solutions were created.

All these changes were supported by on-site and remote training and educational programmes to ensure both sides of the procurement equation understood how they could benefit.

**“We selected Xoomworks because of their in-depth procurement knowledge and expertise, and their experience in building sustainable stakeholder relationships.”**

## The Impact: Greater consistency and repeatability, and more savings through compliance

- ✓ Efficiency while achieving best market prices - additional savings through increased competition and faster Source to Pay cycles
- ✓ Transparency – Increased financial & procurement control of spend and virtual team collaboration across geographies in real time and even on mobile platforms
- ✓ Greater consistency - usage of templates to leverage historic sourcing work
- ✓ Increased spend compliance and process standardization
- ✓ Leading in innovation through a range of technical solutions (contracts, templates, catalogues, e-invoicing, etc.) within the Ariba Spend Management tools
- ✓ High-quality supplier information translating into better savings opportunities
- ✓ Improved networking & knowledge-sharing via a global platform

“One of the key things in implementing a Purchase to Pay solution is the depth of understanding and industry experience of the people you are trusting to get it right on your behalf.

Xoomworks clearly demonstrated this in their approach and this insight was instrumental in getting us over the line.

**Procurement Project Sponsor, Financial Services Customer**

## About Xoomworks

Xoomworks is a niche consultancy and outsourcing company that specialises in Procurement and Business Intelligence. Staff are based in UK and Europe and consist of technical, business and behavioural consultants, and senior procurement staff. Our Complete Procurement proposition addresses both the mechanics and behaviours of Procurement that drive the greatest value for organisations.

Interested in finding out more about Xoomworks Procurement?

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