



INCREASING CUSTOMER TIME TO VALUE WITH BETTER SUPPLIER LIFECYCLE MANAGEMENT



> THE CHALLENGE


Accenture Procurement Solutions (APS) wanted to increase the speed and efficiency of supplier enablement initiatives for its growing client base. Existing enablement and supplier lifecycle management processes were inconsistent, didn't provide sufficient visibility and control, and took too much time—all of which drove up costs. The lack of a cohesive system to capture best practices and processes prevented APS from measuring and improving its performance and leveraging knowledge gained across clients. The group needed a scalable, technology-agnostic solution that would work effectively across multiple enterprise systems and business units whether enablement initiatives were for ten suppliers or ten thousand.

> THE SOLUTION

Aravo Supplier Lifecycle Management™ has allowed APS to streamline supplier enablement and management and keep supplier data consistent across ERP, SRM, and many other business applications. Web-based dashboard access to all supplier information facilitates real-time collaboration between APS, its clients, and their suppliers. A single service firm dashboard gives APS exceptional visibility and control across multiple customers. "With Aravo, everyone is working from the same data, and we can easily track the status of any step in the supplier enablement process," says Kevin Jeras, senior executive at APS. Automated workflows and templates enable APS to continually enhance performance and build a knowledge base of best practices.

> THE BENEFITS

By using the Aravo solution, APS has dramatically improved its supplier enablement and management efficiency and increased client time to value. The company can now support dozens of customers with only a few staff members, and first catalog submission error rates have dropped from 85 percent to less than 5 percent. "Aravo gives APS a significant strategic advantage and allows us to deliver a more complete solution for our clients," says Jeras.



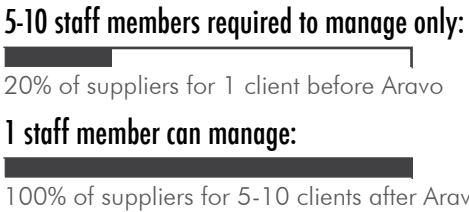
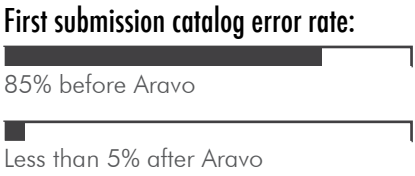
Accenture Procurement Solutions

Accenture Procurement Solutions (APS), a division of Accenture, is a business process outsourcing (BPO) provider offering global source-to-settlement services to corporate and government entities. APS is one of the world's leading service firms for enabling supplier and catalog information into the SAP, SRM, Ariba Buyer, and Oracle iProcurement platforms to help customers improve procurement performance and drive bottom-line savings.

"Prior to using Aravo, one person could enable only seven or eight suppliers per month. With Aravo, that same team member can now enable seventy to eighty suppliers per month—more than a tenfold increase in efficiency."

— Kevin Jeras, Senior Executive
Accenture Procurement Solutions

Improvement Metrics



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About Aravo

The world's best-run businesses utilize Aravo's SaaS-based Supplier Lifecycle Management and B2B information and collaboration solutions to find and manage trading partner relationships, reduce supply chain risk, ensure global regulatory compliance and lower the cost of managing suppliers by up to 72%. General Electric, Accenture and other Global 2000 customers rely on Aravo to manage information and processes for over 1.5 million global suppliers. Aravo is based in San Francisco, with offices in Chicago, Dallas, Portland and Ahmedabad, India, and is backed by over \$50 million in investment from Cisco Systems, Big Sky Partners, and the Charles Schwab family. For more information regarding Aravo's award-winning solutions please visit our websites <http://www.aravo.com> and <http://www.aravoassure.com> or view our blogs at <http://www.2sustain.com> and <http://atrisk.net>.

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