# Intelligent Spend

## Create 2-8% of recurring indirect spend savings with improved insights and controls
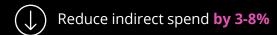
**Deloitte.**

## Industry opportunity

With an ever-increasing focus on cash flow, organizations are always looking to reduce indirect spend. This is particularly true as pressure to accelerate and realize savings from strategic sourcing also increases. Constraints created by hiring freezes and voluntary buyout programs have created gaps in talent, know-how and capabilities.
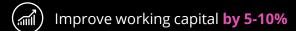
## Overview

Begin to proactively assess opportunities, identify savings levers, define targets, and develop category workplans and roles for execution – all with the power of Artificial Intelligence.

- Market research: Assess external supply markets, identify and qualify potential suppliers to fulfill defined internal requirements

- Spend analytics: Intelligently analyze spend behavior using real-time dashboards that help drive contract compliance, reduce spend leakage, and support better contract negotiations

- eRFx execution: Develop and score RFIs, and prepare RFPs for selected vendors

## Representative Outcomes Achieved

- Reduce indirect spend **by 3-8%**

- Condense vendor footprint **by 20-30%**

- Improve working capital **by 5-10%**

- Achieve **100%** contract compliance

- Reach **more than 75%** of catalogue-driven spend

## Case Study

Twice yearly, a Fortune 50 healthcare company relied on extensive manual efforts for visibility into spending across various channels and categories. With Intelligent Spend, they shifted to real-time, machine learning-enabled insights that identified contract non-compliance and spend leakages, resulting in $38M in recurring savings on operating expenses. The driver also helped to generate $135M in working capital improvements.

**Delivery Transformation**

**Edge Innovation**

**SAP** Ariba

**Clean**
**SAP** S/4HANA
*Anywhere*

### Cognitive Spend
- Holistic spend visibility
- Real-time insights
- Intuitive and self-service
- KPIs and dashboards

### Design Source
- Sourcing strategies
- Contract negotiations
- 'Should cost' models

### Reimagine Payments
- Maximize discounts
- Improve working capital
- Touchless payments
- Vendor disputes

### SAP Digital Boardroom
- CFO dashboards
- Mobile ready
- Machine learning enabled