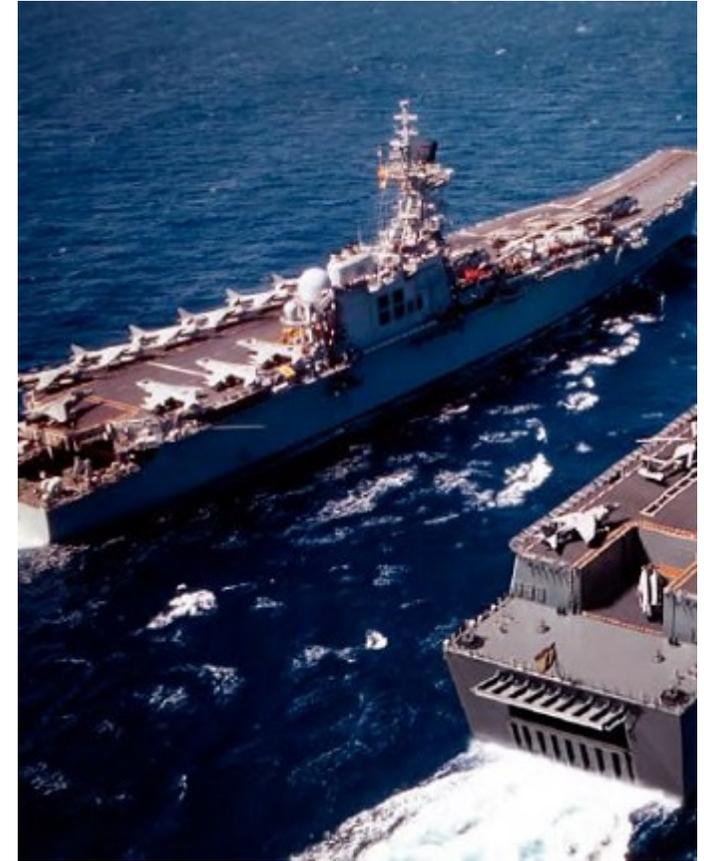


Navantia: Sailing Towards Smarter Procurement Management with SAP® Ariba® Solutions

Commercial shipping lines and navies around the world rely on Navantia S.A. to provide best-in-class naval design, manufacturing, and technology. With such a global reach, Navantia found it increasingly challenging to have an up-to-date, trustworthy view of its procurement processes. This hindered the company's ability to optimize procurement operations and improve its sourcing and invoicing activities.

A centralized procurement platform became a priority. To integrate all of its procurement processes, Navantia chose to implement a single platform based on SAP® Ariba® solutions. Today, Navantia is boosting efficiency and profitability with corporate-wide insight into the sourcing and invoicing stages of its procurement cycle thanks to the SAP Ariba Sourcing, SAP Ariba Catalog, Ariba PO Automation*, and Ariba Invoice Automation* solutions.



Picture Credit | Navantia S.A., Madrid, Spain. Used with permission.

Sourcing faster by integrating procurement processes

Company

Navantia S.A.

Headquarters

Madrid, Spain

Industry

Industrial machinery and components

Products and Services

High-tech military and civilian vessels, combat and control systems, and diesel engines and turbines

Employees

5,500

Revenue

€1.5 billion (average of several years)

Web Site

www.navantia.es

Objectives

- Optimize the management of hundreds of international suppliers
- Enable easier, faster onboarding of new suppliers
- Streamline all stages of the procurement cycle to boost business efficiency
- Simplify the approval workflow to minimize management time and cut cost

Why SAP® Ariba® solutions

- One-stop shop for all sourcing, spend, and procurement needs
- Market leader in procurement management with robust, tried-and-tested solutions
- Ability to increase the transparency and accessibility of all content
- Full integration with the SAP® ERP application

Resolution

- Deployed the SAP Ariba® Sourcing solution in just 8 weeks, gaining an up-to-date, integrated, and reliable view of hundreds of suppliers
- Implemented the full SAP Ariba solution portfolio in just 6 months
- Delivered centralized, consolidated information on all aspects of the purchasing cycle
- Streamlined purchase approval operations
- Enhanced supplier communication with the SAP Ariba Catalog solution
- Transformed invoicing into online, real-time processes with the Ariba PO Automation* and Ariba Invoice Automation* solutions

Future plans

Extend the platform to encompass the entire purchasing department

374

Suppliers onboarded, with 245 participating in sourcing events

25%

Reduced sourcing cycle time

12%

Of total spend managed with SAP Ariba solutions

52%

Improvement in process efficiency by reducing the touch points needed throughout the source-to-pay process

5%

Higher margin achieved by using an integrated solution to manage the strategic source-to-contract process

"When you embark on a project like this, you need to be supported by a competent, approachable partner. SAP helped us to make this implementation a success, providing both technical expertise and friendly, helpful collaboration."

José Joaquín Hermida Pérez, NACE Co-Project Manager, Navantia S.A.

*No longer available as an individual product, but some features and capabilities may have been rolled into other SAP Ariba offerings.

© 2016 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. Please see <http://www.sap.com/corporate-en/legal/copyright/index.epx#trademark> for additional trademark information and notices. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors.

National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP SE or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP SE or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.