

# Freeing Procurement Teams to Redefine Specialty Chemicals with SAP® Ariba® Sourcing



## Before: Challenges and Opportunities

- Manual, e-mail-based procurement operations, making it difficult to compare prices and quotes and maintain records
- Siloed management of direct and indirect spend
- Need for a modern procurement solution to support a growing business

## Why SAP and InfraBeat Technologies Pvt. Ltd.

- Ability to integrate SAP S/4HANA® with the SAP® Ariba® Sourcing solution and SAP Business Network Commerce Automation, foundation option, to build value in procurement through digitalization
- World-class software recommended by procurement leaders
- InfraBeat for its specialist procurement expertise, robust support, and skilled resources

## After: Value-Driven Results

- Integration of direct and indirect spend, increasing efficiency and transparency
- Improved visibility of price comparisons aided by automated procurement
- Faster and more-accurate decision-making thanks to real-time management reporting
- Reduced risk with smoother auditing and compliance processes
- Ability of procurement team to focus on value-added work rather than administrative tasks
- Enhanced supplier efficiency with structured reporting and improved process-to-pay cycles
- Greater efficiency and faster processing with integrated processes enabled by SAP S/4HANA

“Thanks to SAP Ariba solutions, our procurement team can now concentrate on **strategic projects that add value** to help us become the growth partner of choice in the specialty chemical space.”

Vishal Dash, Vice President – Procurement, Laxmi Organic Industries Ltd.

**50%**

Reduction in procurement cycle time

**3%**

Cost reduction in reverse-auction process

**>90%**

Spend through SAP Ariba solutions (85% of direct and 15% of indirect)

Featured Partner

**InfraBeat**

**SAP Ariba**

Laxmi Organic Industries Ltd.  
Mumbai, India  
[www.laxmiorganic.co.in](http://www.laxmiorganic.co.in)

Industry  
Chemicals

Products and Services  
Acetyl and specialty intermediates

Employees  
700

Revenue  
Rs 3 billion  
(US\$37.6 million)

Featured Solutions  
SAP Ariba Sourcing, SAP Business Network Commerce Automation, foundation option, and SAP S/4HANA

**THE BEST RUN**