

# Cultivating Agricultural Success with SAP® Ariba® Sourcing



## Before: Challenges and Opportunities

- Manual procurement and negotiation process
- Desire to automate to bring transparency and adherence to compliance and audit reporting
- Need to introduce a scalable procurement tool as the company grows

## Why SAP and InfraBeat Technologies Pvt. Ltd.

- SAP® Ariba® Sourcing solution, a leading procurement solution that helps standardize processes, track sourcing activities, reduce sourcing cycle time, and achieve sustainable savings
- Ability to smoothly integrate SAP Ariba Sourcing with SAP S/4HANA®
- Consultation and support from partner InfraBeat, leading to a faster and smoother go-live

## After: Value-Driven Results

- Brought 100% transparency to internal and external negotiations
- Increased supplier participation by creating an equal outreach opportunity for more than 2,000 suppliers using SAP Ariba Sourcing
- Reduced the workforce by balancing technology and people
- Benefited from a closed-loop process with full visibility across sourcing, from sharing requirements to receiving quotes through approval
- Created real-time dashboards that enable faster and better decision-making
- Enabled business continuity even during peak COVID-19 times

“SAP Ariba solutions allow us to **manage, control, and influence spend** by aggregating contracts and relationships and eliminating rogue pockets of spend.”

Kartik S, VP Procurement, Tagros Chemicals India Pvt. Ltd.

**10%–15%**

Average annual savings using SAP Ariba Sourcing

**20%**

Reduction in workforce

Featured Partner

**InfraBeat**

**SAP Ariba** 

Tagros Chemicals  
India Pvt. Ltd.  
Chennai, India  
<https://tagros.com>

Industry  
Chemicals

Products and Services  
Agrochemicals and crop protection

Employees  
200

Revenue  
US\$200 million

Featured Solutions  
SAP Ariba Sourcing and SAP S/4HANA

THE BEST RUN

