



Case Study



Optimizing Operations: Ice Cream Manufacturer's SAP Ariba Success

Empowering Seamless Operations with **InfraBeat** and **SAP Ariba** Sourcing & Commerce

In partnership with InfraBeat, the client achieved successful implementation of SAP Ariba Sourcing & Commerce solution, revolutionizing their operations for streamlined sourcing, enhanced supplier collaboration, and significant cost savings.

Client

A 73-year-old Indian ice cream brand that is known for its high quality and innovative flavors.

USD 260 M
Turnover

3,000+
Workforce

100+
Offices



Challenges

- Complex procurement processes with an expanding supplier base.
- Inefficient sourcing and negotiation outcomes.
- Manual intervention in order placement and invoicing.
- Lack of real-time visibility into sourcing activities.

InfraBeat Solution

- Thorough assessment of existing procurement processes.
- Creation of a dedicated implementation team comprising experts and stakeholders.
- Selection of SAP Ariba Sourcing for integration with existing systems.
- Customization of the solution to align with specific workflows and requirements.
- Supplier onboarding onto the SAP Ariba platform with training and support.
- Process integration for seamless data exchange and real-time visibility.
- Implementation of commerce automation for electronic order processes.

Business Benefits Delivered

Streamlined sourcing: structured eRFx, auctions, enhanced selection, real-time responses for savings.

Efficient commerce: automated orders, fewer errors, higher operational efficiency.

Supplier collaboration: transparent communication, resolution, strong relationships, better performance.

Cost savings, Compliance: competitive sourcing, checks, improved negotiations, cost-effectiveness.

Data-driven Insights: trends, performance, reporting, analytics, strategic procurement guidance.

Scalability, Growth: flexible expansion, market entry, maintained efficiency

Key Achievements



Optimized Supplier Negotiations

- Procurement efficiency enhanced, resulting in cost savings.
- Negotiation outcomes improved for cost-effectiveness.



Informed Strategic Decisions

- Insights into supplier performance and market trends.
- Data-driven decisions for improved procurement strategies.



Seamless Supplier Collaboration

- Strengthened supplier relationships and overall performance.
- Efficient issue resolution contributing to better collaboration.



Enhanced Spend Management

- Detailed spend analysis leading to better optimization.
- Improved contracts negotiation through detailed insights.



Accelerated Sourcing

- Lead times are reduced, promoting sourcing agility.
- Streamlined sourcing process for quicker decision-making.



Streamlined Procurement

- Manual efforts reduced, leading to faster order processing.
- Streamlined workflows for enhanced operational efficiency.

