



Case Study



Revolutionizing  
Adhesives Manufacturer  
with SAP Ariba & BTP



# SAP Ariba & BTP Drive Transformation for Leading Adhesives Manufacturer

InfraBeat streamlined SAP Ariba Sourcing & BTP Solution implementation, fostering data-driven decisions and operational transformation for the adhesive enterprise

## Client

A leading Indian manufacturer of adhesives, sealants, construction chemicals, and other industrial products.

**USD 1.1 BN**

Turnover

**100+**

Offices

**50+**

Plants

**Global Presence**

Present in **20+** countries

**10,000+**

Workforce



## Challenges

- Complex procurement processes hindered efficiency.
- Inaccurate demand and cost forecasting affected inventory management.
- Fragmented supplier management lacked synergy.
- Inconsistent cross-functional data hampered decision-making.

## InfraBeat Solution

- SAP Ariba Sourcing optimized supplier management and sourcing.
- SAP BTP integrated for advanced data analytics and insights.
- SAP BTP's analytics improved demand forecasting and cost analysis.
- Centralized data integration from procurement, sales, and finance sources.

## Business Benefits Delivered

- Real-time insights for informed decision-making.
- Accurate demand forecasting enhanced inventory control.
- Cost analysis led to savings and better negotiations.
- Streamlined supplier management improved relationships.
- Cross-functional collaboration and information sharing.
- Agility and scalability for changing business needs.



## Key Achievements



### Efficient Sourcing Agility

Revamped sourcing cycles for swifter decisions.



### Global Supplier Reach

Diversified supply chain through expanded network.



### Supplier Synergy

Real-time collaboration fosters supplier partnerships.



### Insightful Decision Hub

Actionable insights for data-driven strategies.



### Strategic Cost Mastery

Informed negotiation for enhanced cost management.



### Resilient Risk Handling

Proactive risk mitigation to ensure continuity.

