



TRIVALOR

# How Can Digital Procurement **Keep Spend in Check** with Better Catalogs and Buyer Accountability?

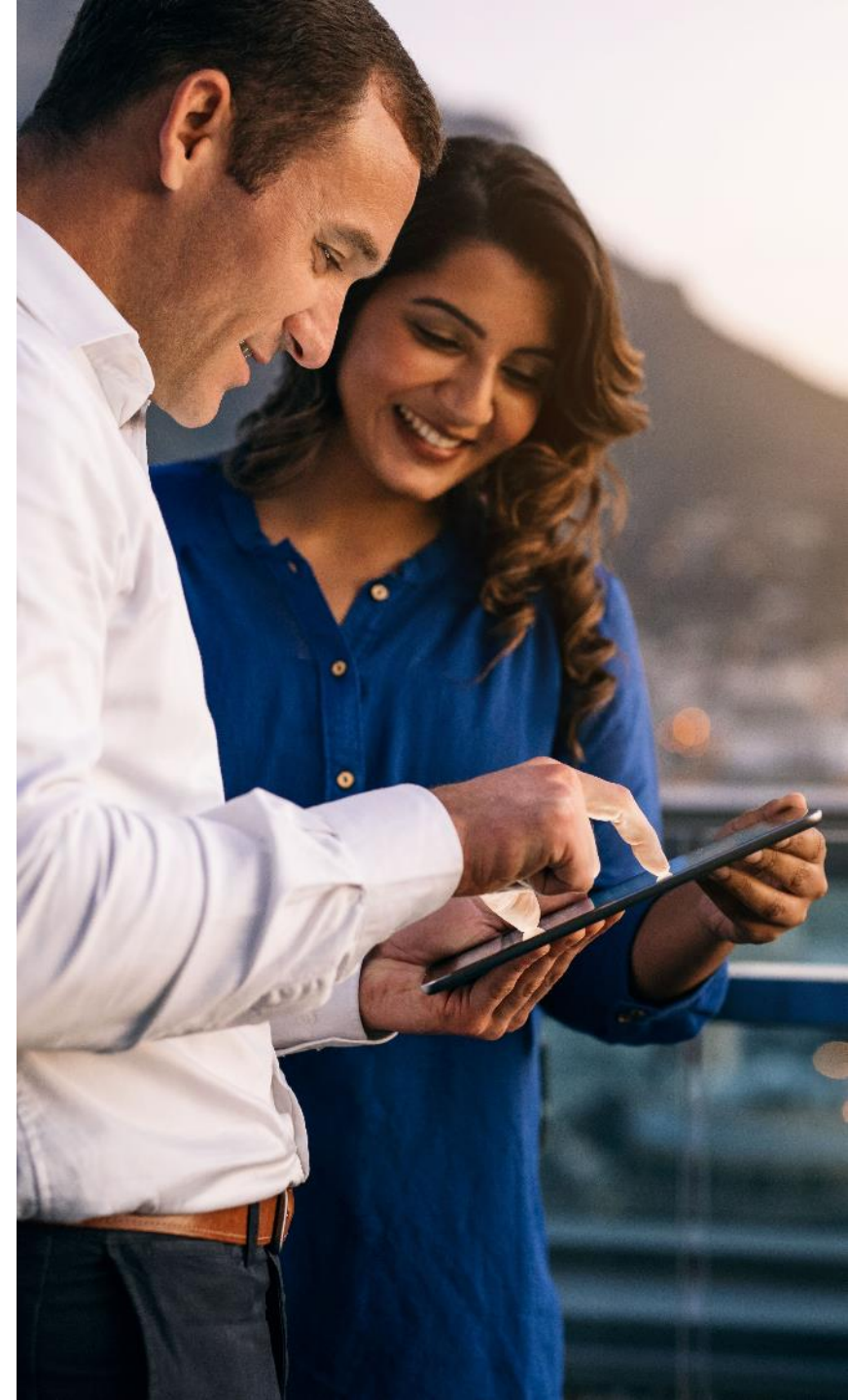
---

One of the top-ten largest enterprises in Portugal, Trivalor SGPS SA operates as a holding company for more than 15 group businesses across a wide variety of industries. As a group, Trivalor is committed to business innovation that drives IT – and never the other way around. One of its core companies is Sogenave, which is responsible for all procurement activities as well as buying, stocking, and distribution. Dealing with more than 15,000 items distributed by roughly 30 families or categories and nine logistics centers is a challenge – and requires the full attention of Sogenave’s employees. So, when invoices for things such as office products and IT equipment were coming in without POs and causing excess manual work, it became clear that a digital solution was in order.

The goal was to **simplify and standardize buying with clear, intuitive catalogs** that focus on products and vendors that bring the most value for indirect spend.



THE BEST RUN



# Standardizing Buying and Increasing Transparency into Indirect Spend with **SAP® Ariba® Solutions**



## Before: Challenges and Opportunities

- Lower costs associated with indirect spend
- Increase spend transparency, reduce legal risk, and establish greater buyer accountability
- Improve negotiating capabilities with vendors for products and services
- Reduce manual work and increase process automation
- Ensure that every IT project supports business innovation and transformation plans

## Why SAP

- Integration with the SAP® ERP application and other SAP technology
- SAP Ariba® Buying solution, which enables fast, guided buying and streamlined catalog maintenance
- SAP Ariba Strategic Sourcing Suite, which unifies sourcing, contracting, and spend management
- Cloud-first strategy aimed at allowing users to work from anywhere and enabling a standardized, consumer-grade user experience without customizations

## After: Value-Driven Results

- Creation of groupwide catalogs with fewer categories and a focus on preferred products and suppliers – helping save money and improve margins
- Standardization of the buying process to increase transparency and traceability, with the goal of establishing a groupwide no-PO, no-pay policy, so that every invoice has a PO
- Better contract management that clarifies contract details and responsibilities for buyers and vendors
- Opportunity to increase integration with vendor and client systems – especially for invoicing – to eliminate the time and costs associated with current paper-based processes using the SAP Ariba Commerce Automation solution

“By moving to SAP Ariba solutions for indirect spend, we can focus on the work that matters most for our business and our clients. We have **greater transparency and expanded vendor opportunities** as well the integration we need for future innovation.”

Luis Ferreira, Board Member and CIO, Trivalor SGPS SA

# One

Platform for sourcing, contracting, buying, and indirect spend management

# 15%

Of indirect spend managed using SAP Ariba solutions – roughly €10 million per year



**Trivalor SGPS SA and Sogenave**  
Lisbon, Portugal  
[www3.trivalor.pt](http://www3.trivalor.pt)

**Industry**  
Cross-industry

**Products and Services**  
National holding company

**Employees**  
22,000 (Trivalor)  
400 (Sogenave)

**Sales Volume**  
€600 million (Trivalor)  
€170 million (Sogenave)

**Featured Solutions**  
SAP Ariba Buying, SAP Ariba Strategic Sourcing Suite, and SAP Ariba Commerce Automation

**THE BEST RUN**





TRIVALOR

## Helping Business Users and Suppliers Get **Maximum Value** from SAP® Ariba® Solutions

Before implementing SAP® Ariba® solutions, Trivalor SGPS SA struggled with vendor invoices that frequently came in without a PO number. This resulted in lots of manual work and rework to correct accounting errors. The company needed to digitalize the process to make it more transparent and increase accountability for individual buyers.

In order for procurement teams to keep their focus on strategic spend, such as for raw materials and food products, Trivalor looked to bring indirect spend for things like IT equipment and office products under management with SAP Ariba solutions. Careful ramp-up that focuses on educating business users and supporting suppliers continues to be critical to a successful rollout.

Now, catalogs have fewer categories and focus only on preferred products and vendors – helping ensure that internal users are making the right buying choices and that Trivalor can get the most out of every contract. With approximately half of its indirect spend running through SAP Ariba solutions, Trivalor aims to establish a no-PO, no-pay policy across the board. Not only will this give procurement teams greater visibility into what is being spent and where, it will help Trivalor lower costs and improve margins.

“SAP is a solid company focused on the future. The **road map for SAP Ariba solutions is clear and innovative** – and is fully aligned with our procurement strategy. You have a reputation you can count on as well as the innovation and drive of a start-up.”

Luis Ferreira, Board Member and CIO, Trivalor SGPS SA

**100%**

Goal for noncore spend categories managed with SAP Ariba solutions

**100%**

Goal for invoices with a corresponding PO



Follow us



[www.sap.com/contactsap](http://www.sap.com/contactsap)

Studio SAP | 73724enUS (21/02)

© 2021 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.

The information contained herein may be changed without prior notice. 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 or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP 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 platforms, 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, and they should not be relied upon in making purchasing decisions.

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. All other product and service names mentioned are the trademarks of their respective companies.

See [www.sap.com/trademark](http://www.sap.com/trademark) for additional trademark information and notices.