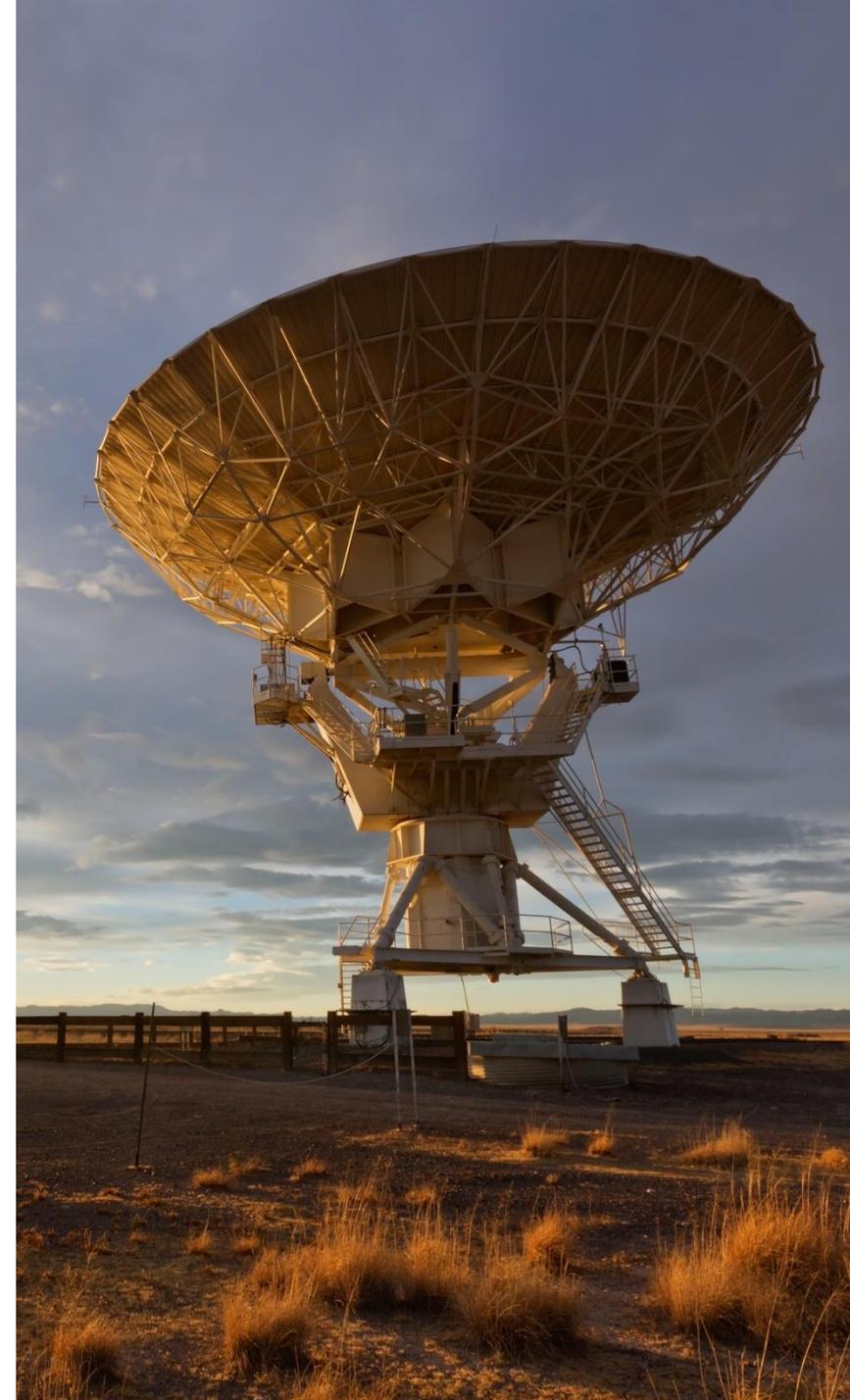




How Can Digitalized Procurement Support Rapid Organizational Expansion?

Managing efficient transactions across a 2,000-strong supplier network

With a mission to ensure the safety, security, and reliability of the U.S. nuclear deterrent, reduce global threats, and solve emerging national security and energy challenges, Los Alamos National Laboratory (LANL) is undergoing significant expansion. To support this growth, the organization wanted to streamline procurement and contingent labor management by replacing paper-based workflows with digitalized and automated processes. LANL looked for a vendor that could provide an **integrated, standardized technology foundation** that would enable it to scale procurement operations quickly while meeting the needs of a highly regulated environment.



Scaling Up Procurement Operations with SAP® Ariba® and SAP Fieldglass® Solutions



Before: Challenges and Opportunities

- Enable the procurement function to keep pace with rapid operational growth
- Accelerate purchasing workflows and improve efficiency with digitalized and automated processes
- Meet compliance requirements in a highly regulated environment
- Establish a standardized, integrated digital foundation for all purchasing activities

Why SAP

- Rich functionality provided by Ariba® Network and SAP® Ariba solutions for sourcing, contract, and risk management, supplier performance management, and buying and invoicing
- Support for external workforce management provided by the SAP Fieldglass® Contingent Workforce Management and SAP Fieldglass Services Procurement applications
- Electronic signature management enabled by the SAP Signature Management application by DocuSign
- Straightforward integration with other SAP and third-party software
- Project guidance and close collaboration with SAP experts through SAP Services and Support

After: Value-Driven Results

- Better-informed decision-making based on advanced spend analytics
- Accelerated workflows, with transactions processed more than 18 times faster than before
- Transparent processes and reporting in line with requirements for public sector agencies
- Smooth transition, due to a realignment of roles and extensive consultation with users prior to go-live
- Improved supplier relationships, thanks to more-efficient processes and faster payment
- Increased agility, with the ability to quickly adjust software configuration according to changing needs
- Continuous improvement opportunities based on SAP's road map

“SAP Ariba and SAP Fieldglass solutions have enabled us to drastically change the way we do business, so we can **grow rapidly and support an important national security mission.**”

Christine Hipp, Head of Procurement Center of Excellence, Los Alamos National Laboratory

<8 hours

To process commercial transactions under US\$250,000, down from 30 days

250%

Projected increase in contingent labor over a two-year period



Los Alamos National Laboratory
Los Alamos, New Mexico
www.lanl.gov

Industry
Defense and security

Products and Services
Nuclear energy technology and energy security solutions

Employees
13,806

Revenue
US\$4 billion

Featured Solutions and Services
Ariba Network, SAP Ariba and SAP Fieldglass solutions, SAP Signature Management, and SAP Services and Support

THE BEST RUN



Managing Increasing Procurement Spend in a Transparent and Compliant Way

For purchasing professionals at Los Alamos National Laboratory (LANL), paper-based processes were time-consuming and made it difficult to gain the visibility required to manage supply chains effectively. A significant planned expansion in the laboratory's operations meant that it needed to streamline and accelerate procurement workflows.

LANL looked for a vendor that could offer a robust technical foundation for the digitalization and automation of its procurement processes, as well as the deployment expertise to help ensure a smooth transition. Impressed by SAP's road map and the comprehensive functionality offered by SAP® Ariba® and SAP Fieldglass® solutions, the organization decided to implement the software with help from SAP Services and Support.

Extensive consultation with employees and suppliers meant that the deployment went smoothly and adoption is high. LANL now has the visibility it needs to manage procurement and contingent labor management processes efficiently while meeting the compliance demands of a highly regulated environment. Purchasing workflows are faster and more efficient, enabling the procurement function to scale its operations to support rapid organizational growth. Meanwhile, the supplier experience has improved, with increased transparency of opportunities and faster invoice processing.

“With SAP Ariba and SAP Fieldglass solutions, we can **take ownership of our supply chain**, understand and mitigate potential issues, and use reliable data for effective planning.”

Drew Fuller, Chief Procurement Officer, Los Alamos National Laboratory

2x

Growth in purchasing spend in two years

100%

Of spend currently managed using SAP Ariba solutions