

To learn how Accenture can help your organization to achieve high performance in Supplier Relationship Management with mySAP SRM and other SAP supply chain solutions, please contact:

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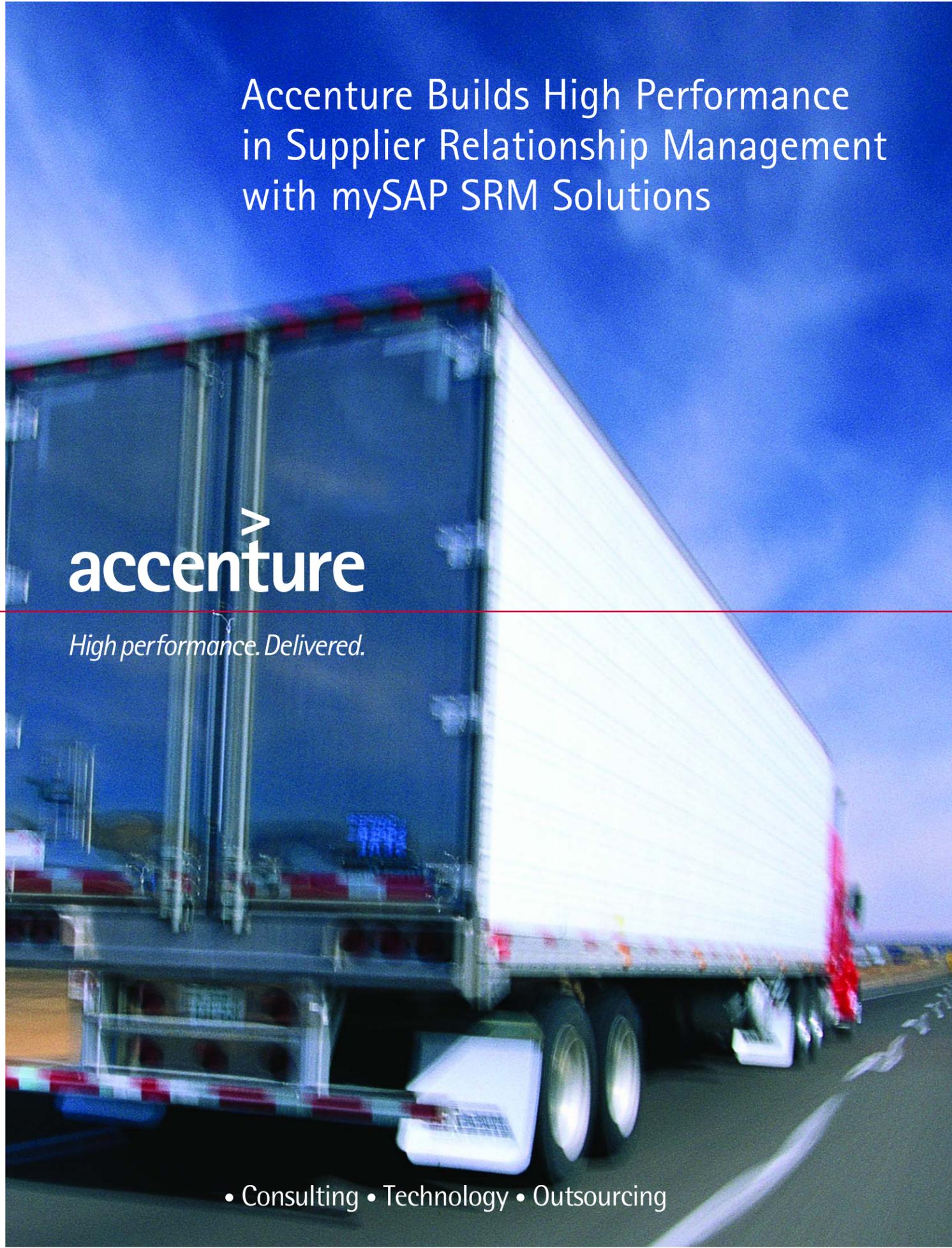
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About Accenture

Accenture is a global management consulting, technology services and outsourcing company. Committed to delivering innovation, Accenture collaborates with its clients to help them become high-performance businesses and governments. With deep industry and business process expertise, broad global resources and a proven track record, Accenture can mobilize the right people, skills and technologies to help clients improve their performance. With more than 126,000 people in 48 countries, the company generated net revenues of US\$15.55 billion for the fiscal year ended Aug. 31, 2005. Its home page is www.accenture.com.

Accenture Builds High Performance in Supplier Relationship Management with mySAP SRM Solutions



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Accenture's research into the capabilities behind high performance in supply chain management reveals the important role of supplier relationships.¹ A consistent, best-practices approach to sourcing, procurement and contract management can lead to reduced risk, a stronger financial position and unique offerings for the marketplace.

Supplier Relationship Management (SRM) encompasses a broad suite of capabilities that facilitate collaboration, sourcing, transaction execution and performance monitoring between an organization and its trading partners. SRM leverages the latest technology capabilities to integrate and enhance supplier-oriented processes along the supply chain such as design-to-source, source-to-contract and procure-to-pay. By strengthening and streamlining these capabilities, businesses that aspire to high performance are raising the value of their supplier relationships. They are also gaining enterprisewide insight into spending and trading partner activity, with more control across all activities in the sourcing and procurement cycle. The results include greater compliance with spending policies, reduced procurement costs

for a hard return on the investment in the enabling technologies, and more productive and collaborative trading.

Accenture has an impressive track record of successfully implementing mySAP SRM solutions across many industries around the world. Organizations that effectively leverage Accenture's expertise, innovation and speed to delivery, quickly gain significant performance improvement in multiple supply chain activities including:

- Direct and indirect materials procurement
- Simple and complex services procurement
- Global spend analysis
- Sourcing, including requests for quotations and proposals, bidding and auctions
- Contract management

- Catalog content management
- Supplier collaboration and performance evaluation

Accenture—a leader in supply chain management

Recognized as a premier integrator and delivery partner for mySAP SRM across a broad range of industries, Accenture helps companies and governments deliver innovation to their organizations and move forward as procurement leaders. The breadth of our experience gives clients access to advanced techniques and leading practices to help them achieve high performance in supply chain management.

Accenture's position as a leader in SAP implementations, established through a strong partnership with SAP spanning more than three decades, minimizes

¹Source: *Creating and Sustaining the High-Performance Business: Research and Insights on the Role of Supply Chain Mastery*, Accenture.



"The Accenture team has delivered a complex implementation in Shell's standard SAP environment. This will bring improved procurement processes, including more efficient workflows and increased procurement control. The team implemented new and still-developing software while coping with support to existing live operating units. Their expertise is well recognized within Shell's exploration and production units and also in the refinery and chemicals parts of the business. In addition, the team has pushed the boundaries of SAP's software, often defining the required functionality, driving the developments and finding all the bugs. The level of commitment and effort is unrivaled."

Frans Van den Berg
eProcurement Manager
Shell International Exploration
& Production, Exploration &
Production Finance

project risks and enriches results. Our network of 17,000 SAP-trained professionals includes approximately 300 skilled mySAP SRM resources. Also included are more than 2,500 skilled SAP NetWeaver resources to complement our solution delivery capabilities. To date, we have delivered more than 1,800 SAP implementations for companies worldwide, which include more than 80 SRM projects. Our involvement with mySAP SRM began with the solution's inception and continues today with its latest versions and enhancements.

Accenture assets help ensure rapid, predictable, effective deployments

The Accenture assets we apply to SAP deployments, finely honed by the experiences of our many business transformation projects, offer clients the assurance that enterprise solution projects proceed as planned and finish with the raised levels of performance envisioned.

Accenture delivery methods for SAP

Accenture's methodology provides a proven approach to SAP application development and implementation. It covers the full project lifecycle: from planning and design, to testing and deployment, as well as providing support for ongoing application management.

Accenture mySAP SRM Easy-to-Run

This toolset includes a reference set of pre-configured SRM components that support multiple solution scenarios and are designed to accelerate mySAP SRM implementations while limiting investment costs and helping ensure scalability for future growth.

Accenture Delivery Center Network

Accenture provides local and remote implementation, development, hosting and maintenance support, including existing mySAP SRM environments at our Accenture Delivery Centers around the globe. Flexible, experienced teams of SAP-skilled professionals are on hand to support the resource-heavy phases of application development and deployment.

Accenture Procurement Solutions (APS)

Accenture Procurement Solutions uses the SAP SRM suite to deliver end-to-end procurement outsourcing capabilities, which drive improved shareholder value through sustained procurement savings for goods and services as well as cost-effective technology investments.



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"SAP is pleased to be partnered with Accenture in helping DLA transform their procurement operations. Accenture's implementation knowledge of SAP combined with SAP's expertise in business software and government procurement was instrumental in driving the success of this effort. It is through winning partnerships like this that the public and private sectors can collaborate to deliver new levels of innovation and results."

Rand Blazer
President
SAP Public Services Inc.

Accenture and SAP partner on Government Procurement Solution

The Defense Logistics Agency (DLA), the combat support organization for the US Department of Defense, formed a partnership with Accenture and SAP to raise its performance in procurement, sourcing and contract management. As the primary supplier to the US Armed Forces, DLA manages 5 million consumable items and processes 45,000 requisitions a day. Together, the three organizations envisioned a Strategic Development Project to define, design, build and test a Supplier Relationship Management solution that meets the complex demands and regulatory requirements of DLA and other global public sector organizations.

End-to-end procurement solution for Royal Dutch/Shell delivers process efficiencies and lowers costs

The Royal Dutch/Shell Group of Companies has an unequaled portfolio of energy assets and is involved in upstream and downstream oil and gas, chemicals, coal and energy transportation. To leverage value creating opportunities across all operations, Shell turned to Accenture for help in standardizing processes, data and enterprise-wide systems. With mySAP SRM optimized as an end-to-end procurement solution, Shell has improved contract compliance and the productivity of sourcing staff while gaining process efficiencies and lowering supplier costs.

Redesigned and automated purchasing processes support ongoing profitability for L'Oréal

The US division of L'Oréal—a worldwide leader in cosmetics—turned to Accenture to speed the application of leading-edge procurement technology to indirect purchases. Focused on extending its 20-year run of increasing profitability, the company brought Accenture on board for its ready supply of experienced resources who could work side by side with L'Oréal's own talent to quickly and effectively implement mySAP SRM and the XI exchange interface, as well as reshape business processes. With greater visibility into purchases, a uniform process for procuring goods and services and divisionwide compliance with contract terms and conditions, L'Oréal's purchasing professionals are in a stronger position to bring strategic value to the procurement function.

Collaborative technology pays off for leaders in SRM

A recent survey by Accenture, *Designed to Differentiate: How Procurement Leaders Are Using Supplier Relationship Management to Achieve High Performance*, demonstrates that leaders in SRM have turned their investment in more sophisticated collaboration capabilities into hard dollars—achieving an average of \$79 million savings from post-contract award activities—far in excess of the survey average of \$22 million. Many believe they can increase those savings by as much as 20 percent in the near term.

Integration with suppliers is a key to success

Accenture's latest ERP research, *New Growth from Enterprise Systems: Achieving High Performance through Distinctive Capabilities*, found that top performers (those who scored highest on three measures of financial performance—profit, shareholder return and revenue growth—relative to their industry) are significantly more likely than low performers to have moderate-to-significant integration with external systems of suppliers.