How can Accenture Procurement BPO Services help you achieve greater business value?

Did you know?
Accenture can deliver business results for your Procurement organization like these:

- **$400M (15%)**
  savings for a global banking client

- **$10.2M**
  signiﬁcant spend savings: 7–11% delivered to the bottom line

- **Yielded $80M**
  savings for banking client by optimizing resources staffing and category focus

We understand what CPOs and CFOs need and the challenges they are facing.

In the current economic climate, companies are under pressure to improve cash flow and liquidity, drive immediate and sustained cost savings and also position themselves for growth. Accenture Procurement BPO Services delivers an integrated source-to-pay process that provides our clients with an end-to-end view. We help clients:

- Improve compliance and control
- Optimize working capital
- Improve process efficiency
Delivering business value through BPO

Accenture Procurement BPO Services combines innovation, knowledge and insight with a leading-edge one-to-many sourcing delivery network to provide flexible, scalable and cost-effective solutions for clients.

Expanding market-leading capabilities in Procurement BPO
Accenture’s acquisition of Procurian, a leading provider of procurement business process solutions, is enhancing our industry capabilities and adding key analytics capabilities and technology assets.

Global reach and scale
Unique delivery model of onsite, nearshore and offshore provides flexibility, scalability and cost-effective solution for clients.

Relentless focus on operational excellence
Proven procure-to-pay platform, on-going continuous improvement programs, and business analytics capabilities deliver both increased revenue and decreased costs.

Innovative, transformational solutions
Leveraging Ariba, an SAP company, cloud-based solutions and the global trading partner collaboration platform, the Ariba® Network, to deliver next generation Procure-to-Pay services to streamline clients’ procurement processes and improve financial and business performance.

Market leader and deep sourcing and category management expertise
Position has been established through ongoing proprietary research, transformational projects and long-term client engagements.

Proprietary technology tools
Flexibility to deliver services from either Accenture or client platforms, depending on client business case; as SAP’s largest global implementation partner, co-developing to accelerate time to value for clients.

Integrated consulting, technology, and outsourcing
End-to-end sourcing transformation strategy delivered by combining deep functional and industry expertise, flexible technology architectures and outcome-based delivery at scale.
Accenture Procurement BPO is different

11,000+ procurement specialists in Accenture’s outsourcing and consulting business worldwide

110 clients across a broad range of industries and geographies

14+ years of Procurement BPO experience

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Access to Ariba® Network, which processes 65+ M invoices per year

Procurement transaction services in 65+ countries & 40+ languages

14+ years of Procurement BPO experience

Source and contract manage $76+ billion in annual spend

5+ million requisitions and purchase orders annually

Influence $600+ billion in spend over past 5 years

Everest Group Research: Star Performer for Multi-Process Procurement Outsourcing

For 7 consecutive years, Accenture has been ranked the top IT/BPO provider—IAOP Global Outsourcing 100

Winner’s Circle HfS Research’s Blueprint Report 2013 for Procurement BPO

Key Accenture Procurement BPO Services

Sourcing & Category Management Services

For every $1 billion of indirect spend, $155 million tangible spend reduction through improved compliance and spend reduction.

- Category Governance
- Strategic Category Planning
- Sourcing Execution
- Contract Management
- Supplier Management

Procure-to-Pay Services

Reduced operating costs 15 to 40 percent of current operating costs through process centralization and deployment of onshore-offshore mix.

- Vendor Master Data Maintenance
- Requisition and PO Processing
- Invoice Processing
- Travel and Expense
- Payment Processing
How Accenture Helped a Global
Software Company

Achieved 100 percent visibility into spend and 100 percent spend under management in the United States.

Exceeded aggressive savings goal of $40 million in contracted savings over five years.

Established a procurement presence in India and within one year integrated with client’s leadership to establish category plans, purchasing thresholds, and an average savings of 18 percent across all projects.

Successfully implemented end-to-end procurement technologies including SAP Ariba technology, thereby improving user compliance and ability for client to capture realized savings.

Consolidated mobile telephone contracts resulting in savings of one-third annual spend; and reduced their freight suppliers to one partner for a savings of 16 percent.

How Accenture Helped Microsoft

Selected as the outsourcing provider to deliver finance and procurement services to more than 90 international Microsoft subsidiaries and to address the challenge of running vast global operations supported by a fragmented finance and procurement organization.

Rolled out common processes across 95 countries, with services provided in 36 languages from four Accenture delivery centers.

Generated a payback of Microsoft business case from procurement savings and benefits in less than six months.

Reduced operational costs by 35 percent, plus negotiated savings up 35 percent from prior year through Procurement Buy Centers.

Standardized global processes and increased transparency, enabling early payment discount savings of >$10 million last financial year.

How Accenture Helped a Diversified Manufacturing Company

Deployed SAP Ariba technology to increase efficiency and effectiveness across four major functions: spend analytics, sourcing, contract management and supplier performance management.

P&L savings as a result during this time frame was over $5 million.

Delivered more than $7 million in contracted savings (>9 percent) across numerous indirect and utility spend categories in the first 18 months.

Implemented new processes and process improvements that consist of Sourcing Pipeline development, P&L savings tracking, category strategies, and common RFx templates.

Created a Sourcing Support Desk to assist all levels of the organization with sourcing project expertise, technical assistance and overall support.