Nitor Partners Services at Borden

Borden Live on SAP Ariba Strategic Sourcing, Buying & Invoicing

Customer
- Borden
- Dairy with operations in 14 locations across the US
- South, Dallas, Texas
- Food Production

Solutions
- SAP Ariba Strategic Sourcing
- SAP Ariba Contracts Management
- SAP Ariba SIPM
- SAP Ariba Spend Visibility
- SAP Ariba Buying & Invoicing

Milestones
- Strategic Sourcing Go-Live - August 11. 2018
- Buying & Invoicing Go-Live - February 26, 2018
- Project Length - 14 months for full deployment

Customer Challenges
- Internal Change Management
- User population spread across many locations
- Inconsistent procurement processes and policies
- Lack of visibility into Procurement

Project (or Co-Sell) Showcase
- Deployed full Source to Pay Suite
- Achieved business case
- Significant Supplier Enablement success early in project with nearly 500 RTT on day 1.

Expected (Realized) Customer Benefits
- Reduction in manual invoice processing
- Contract Compliance & Spend Visibility
- Easy buying/mobile for plants stores

For more information on the Borden deployment or any Nitor services, please contact Sean Sollitto at sean@nitorparters.com.

Partnering for Success
- Nitor working alongside Ariba Shared Services delivered the full Source to Pay Suite
- Jointly, provided the best team, to implement the best product

“Nitor designed a procurement solution to meet our specific needs, provide immediate savings and enhance end-user expierence.“

– Chad Littler, Senior Director, Revenue Management

SAP Ariba

Nitor Partners Co-Sells/Co-Services at Target

Target Live on Ariba Sourcing and Contracts

Customer
- Target Corporation
- Retail giant with 1800 stores across the US
- Midwest, Minneapolis, MN
- Retail

Solutions
- SAP Ariba Sourcing
- SAP Ariba Contracts

Milestones
- Go-Live – October 23rd , 2017
- Project Length - 5 months, full deploy
- Building Blocks to fully adopting an interconnected upstream and downstream realm within the Ariba and SAP sphere
- Strategic customer for Nitor and Ariba. Buying and Invoicing is the next Phase - Apr 23rd, 2018 start.

Customer Challenges
- Complex technical environment
- Outdated technology for storing contracts. Not centralized.
- ?

Project (or Co-Sell) Showcase
- Went live on schedule (from initial plan)
- Achieved business case
- Weren't able to make SAP eSourcing and Ariba fulfill an end-to-end Source-to-Pay vision. With Ariba Sourcing and Contracts deployed, that journey has begun.
- Successful transition from SAP eSourcing

Expected (Realized) Customer Benefits
- More upstream spend through the system
- Better realization and tracking of Sourcing Savings
- Centralized Contract Repository
- Enabler for Contract compliance to get Target off Manual invoices

For more information on the Target deployment or any Nitor services, please contact Sean Sollitto at sean@nitorparters.com.

Partnering for Success
- Nitor working alongside Ariba Shared Services delivered the project successfully
- Nitor and Ariba shared equally accountability for success which drove outcomes for Target
- Success was bred from collaboration, honesty and integrity
- Jointly, provided the best team, to implement the best product.

"Nitor successfuly helped us modernize our Sourcing and Contracts platform and helped lay the foundation for our long term S2P Integrated landscape "
– Webb Friedly, Director, Product Management

SAP Ariba

Nitor Partners Co-Sells/Co-Services at New Balance

New Balance Live on Ariba Buying

Customer
- New Balance
- American multinational footwear manufacturing company
- Boston, Massachusetts
- Athletic footwear and apparel

Solutions
- SAP Ariba Buying

Milestones
- Go-Live – June 18, 2018
- Project Length - 6 months, pilot then full deploy
- Gateway to further product adoption by New Balance within both the Ariba and SAP sphere
- Strategic customer for Nitor and Ariba.

Customer Challenges
- Employees purchased items independently and recorded a PO after the invoice had already arrived
- Lack of automation, manual entry
- Supplier records were incomplete and out-of-date, resulting in many suppliers being used for the same goods or services
- Negotiated savings were not being taken advantage of due to rouge spending

Project (or Co-Sell) Showcase
- Went live on schedule (from initial plan)
- Achieved business case
- Joint Nitor/Ariba Services delivery team; provided New Balance the best delivery.
- Able to complete the project that has been a Change Management journey for New Balance.

Expected (Realized) Customer Benefits
- Elimination in duplicate invoices and payments
- Contract Compliance & Spend Visibility
- Easy buying/mobile for retail stores

For more information on the New Balance deployment or any Nitor services, please contact Sean Sollitto at sean@nitorparters.com.

Partnering for Success
- Nitor working alongside Ariba Services delivered on-time and budget
- Nitor and Ariba shared equally accountability for success which drove outcomes for New Balance
- Jointly, provided the best team, to implement the best product.

"We needed a partner to help us navigate all the options and tailor a technology solution to our business needs. Nitor helped implement technology that enabled a transformation of our business processes and generated savings for our organization."

– Jeff Corbitt, Senior Manager Strategic Purchasing

SAP Ariba