

How Do You Maintain a Standard of Excellence Across Global Teams Active in 29 Countries?

Without them, planes don't fly, cars don't drive, and your DVD won't play. Superb facilitators of motion, ball bearings are supplied to industrial, automotive, electronics, and aerospace manufacturers worldwide by AB SKF (SKF). Across 108 manufacturing units in 29 countries, SKF's global standard of excellence ensures customers get consistently high quality.

To uphold this standard of excellence, SKF harmonized its direct procurement processes company-wide. SAP® Ariba® solutions helped it digitalize its procure-to-order solution and share best practices across manufacturing units worldwide. Coupled with greater compliance with its procurement policy, SKF has achieved significant saving with SAP Ariba solutions. Keeping pace with high customer expectations, SKF continues to provide outstanding product quality and to live up to its reputation for excellence.



“We need to be better and faster, so we are changing the way the entire purchasing community within SKF works – not just from a system point of view but also from a process and behavioral perspective.”

Johan Ramström, Head of Strategy and Business Transformation, AB SKF

With a fully digitalized and simplified procure-to-order solution, globally shared best practices, and a high level of compliance with its procurement policies thanks to SAP® Ariba® solutions, AB SKF now has 100% of its spend under control. SAP Ariba solutions helped it gain transparency, which resulted in greater traceability and increased efficiency.

**450**

Staff members in the global purchasing organization

**3**

Strategic corporate programs

**7**

Global procurement hubs



Enabling Procurement Excellence with SAP® Ariba® Solutions



AB SKF

Göteborg, Sweden

www.skf.com

Industry

Industrial machinery and components

Products and Services

Industrial and automotive roller bearings, seals, and lubrication systems

Employees

45,000

Revenue

SEK 72.787 million (2016)
(€7.6 million; 2016)

SAP® Solutions

Ariba® Network and
SAP® Ariba Sourcing,
SAP Ariba Contracts,
SAP Ariba Buying, and
SAP Ariba Supplier
Information and Performance
Management solutions

By deploying SAP Ariba solutions, AB SKF is standardizing and harmonizing its direct procurement processes, introducing shared best practices, and delivering lower costs.

Before: Challenges and Opportunities

- Standardize and simplify procurement processes across the global enterprise
- Reduce administration cost and complexity by introducing digital procurement workflows
- Increase compliance with the company procurement policy to 100%

Why SAP

- Comprehensive procurement management software integrated with core SAP solutions
- Centralized compliance monitoring and control of purchasing behavior

After: Value-Driven Results

- Simplified procurement with fully digital procure-to-order processes
- Greater compliance with the procurement policy and prompt, actionable feedback on results
- Empowerment of business units to agree on reduced supplier costs while ensuring quality

“SAP Ariba solutions will help us gain transparency, which is hugely important to us. With transparency we will get traceability. By having these two, we’ll achieve efficiency.”

Kristin Ang, Strategic Purchasing and Business Transformation Manager, AB SKF

SAP Ariba 

100%

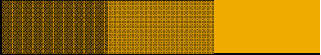
Of indirect spend with purchase orders in most categories

16,000

Suppliers added to the master vendor database

SEK 40 million

Of spend controlled



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