

Striving to Achieve Best-in-Class Procurement

Challenges	Solutions	Results
<ul style="list-style-type: none"> • The PTT Chemical procurement organization wanted to become best in class in order to align with the overall direction and strategy of the PTT Group • Required improvements in people, processes, costs, and time • Lacked the appropriate tools to successfully execute sourcing events, effectively manage contracts, and implement approval workflow • Sought to reduce the transactional period due to higher tools technology • Wanted to maximize contract utilization to reduce the time to generate purchase orders • Needed to standardize their processes as much as possible, as well as to standardize the sourcing practice so that results are all recorded and traceable • The ability to source globally was a challenge 	<ul style="list-style-type: none"> • Selected Ariba because of its history, reputation, and extensive usage among large overseas industries • Implemented the Ariba Spend Management Suite version 9r1, including the Ariba Sourcing™, Ariba Contract Management™ and Ariba Buyer™ solutions 	<ul style="list-style-type: none"> • Tasks are much more efficient as a result of the approval workflow functionality—saving a great deal of time on approvals, particularly when compared to paper-based methods • Savings of approximately 200 PO/month—which translates to 160000BHT per month (or 800BHT per transaction); number is expected to continue to grow as more catalogs are introduced into the system • Significant amounts of time are also saved with regard to creating PRs and POs • Standardized sourcing process, with all sourcing activities conducted under the same setup method • A clearer picture of its spend and more extensive analysis of its sourcing events • Catalog features allow them to save on transaction costs while the more effective sourcing activities provide more opportunities for better cost savings • Easily searchable contracts are stored online • User-friendly solutions enable team members to work more efficiently and effectively

Company
PTT Chemical Public
Company Limited

Profile
Fully integrated petrochemical
manufacturer

Ariba Commerce
Cloud Features

- Ariba Sourcing
- Ariba Contract Management
- Ariba Buyer
- Ariba Analysis

“We are able to reach more vendors and create more competition. We can also now vary our procurement strategy because we have the tools to successfully accomplish that.”

Khun Wilawan Songjaroen,
Vice President, Procurement
and Contract
Management, PTT
Chemical Public
Company Limited

