

# Enforced Compliance Plus Lower Prices through Collaboration

Challenges	Solutions	Results
<ul style="list-style-type: none"> <li>Contracts for Printing Services have many options (number of pages, simple/medium/complex, offshore/onshore, number of colors, etc.) making it difficult for buyers to determine the costs of various options</li> <li>Previous Excel spreadsheets – difficult and cumbersome to maintain</li> <li>Wanted one common casual user-friendly platform for all purchases - each category was a different method of buying</li> <li>Controlling freelancer spend</li> </ul>	<ul style="list-style-type: none"> <li>Deployed Ariba procurement technology to enforce compliance on one user-friendly platform for goods and services</li> <li>Purchasing pre-publication/creative services, consulting, market research and temp labor, all with supplier collaboration</li> <li>Consulting sub-categories               <ul style="list-style-type: none"> <li>Brand identity, Sales and Marketing, Training and Education, IT, IT Outsourcing, HR, Finance, Business and Management, Public Relations</li> </ul> </li> <li>Developed change management approaches to guide implementation and train employees</li> </ul>	<ul style="list-style-type: none"> <li>Process compliance: All pre-press and production procurement is purchased the same as other procurement</li> <li>McGraw-Hill enforces price compliance during the requisitioning process</li> <li>McGraw-Hill enforces supplier compliance during the requisitioning process</li> <li>Collaboration on requisitions has resulted in further cost reductions on negotiated rate cards</li> </ul>


**Company**  
McGraw-Hill

**Profile**  
Information services and products to the education, financial services, and business information markets worldwide

**Ariba Commerce Cloud Features**

- Ariba Services Procurement
- Ariba Procure-to-Pay
- Ariba Network

**“We feel the system is beneficial from the upfront control process. We also think the system is very easy to use. It's intuitive and our users have been able to adopt it quickly.”**

Bob Fair, Director of Global Procurement Operations, McGraw-Hill 

**“One of the key factors of using Services Procurement is the collaboration feature. To be able to submit a requisition to several suppliers and really have sort of a mini RFP process, to really get best price for the services you're procuring.”** Amina Anderson, P2P Manager, McGraw-Hill 