

Improved Services, Spend Analysis and Tighter Compliance

Challenges	Solutions	Results
<ul style="list-style-type: none"> • Multiple systems across the organization • Need to streamline processes • Maverick spend – unapproved suppliers, approval routing • Multiple sources for spend reporting • Inability to analyze spend trends to realize broader sourcing opportunities • Slow payment processes 	<ul style="list-style-type: none"> • De-centralized Procurement of print contingent labor and consulting along with goods • Flexibility for categories such as Print in marketing services that have unique requirements along with collaboration 	<ul style="list-style-type: none"> • One system of record - reduced manual effort and points of entry • Standardized processes increased compliance and allowed flexible decentralized purchasing • Positive user feedback • Improved supplier relationships including faster payments

Company

Target Corporation

Profile

One of the top 10 largest retailers in the U.S. by sales, and the second largest in the general retail industry

Ariba Commerce Cloud Features

- Ariba Services Procurement
- Ariba Buyer
- Ariba Network

“[Ariba Services Procurement] provides a framework to ensure increased compliance and control, all the way through RFX and approvals. At [Target] we are very, very focused on relationships... [Ariba] allowed us to increase the relationships with our suppliers.”

Ann Kildahl, Business Consultant - Process Systems & Strategy, Target Corporation

