

ExxonMobil

Company Overview

- Industry leader in almost every aspect of the energy and petrochemical business
- Exxon and Mobil merged in 1999
- Petrochemical and/or marketing operations in more than 150 countries worldwide
- Over 3,000 procurement professionals in 190 locations
- Recognized by The Hackett Group as a Best Practice procurement organization

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Spend Management Initiatives

- Establish a single global platform and a single global process
- Maximize synergies from merger
- Gain visibility into sourcing processes
- Optimize the standardized sourcing and procurement processes
- Identify sourcing and payables best practices
- Develop category management strategy

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Challenges Implementing Key Initiatives

- Highly dispersed, silo'ed procurement workforce; global and by business unit
- Difficulty enforcing standardized processes
- Inability to forecast and measure sourcing effectiveness
- Knowledge retained locally, unleveraged
- Becoming a true “partner” to business; promoting change to improve bottom line

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Spend Management Capabilities Required

- Global sourcing and contract workspace
- Global contract repository and negotiation capabilities
- A comprehensive, source-to-pay solution
- Ability to integrate to legacy systems
- A scalable, secure solution
- Ability to drive consistent processes across 1,000's of users and over 100 countries
- Facilitate knowledge leverage

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Ariba Solutions Implemented

Full Ariba Spend Management Capabilities

- Ariba Analysis
- Ariba Category Management
- Ariba Sourcing
- Ariba Contract Workbench
- Ariba Contract Compliance
- Ariba Buyer
- Ariba eForms
- Ariba Travel & Expense
- Ariba Invoice
- Ariba Supplier Performance Management
- Ariba Supplier Network

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Benefits

- Increase in procurement 'effectiveness'
- Greater automation and 'efficiency' gains across the procurement process
- Process governance
- Operational visibility
- Standardized best practices

Fun Facts

- A run rate of 16,000 to 18,000 projects per month on the platform
- System compiles the right process for the right sourcing/contracting situation
- System monitors expiration dates, triggers renewal and "re-sourcing"
- Central repository of all supplier data, searchable by commodity and supplier