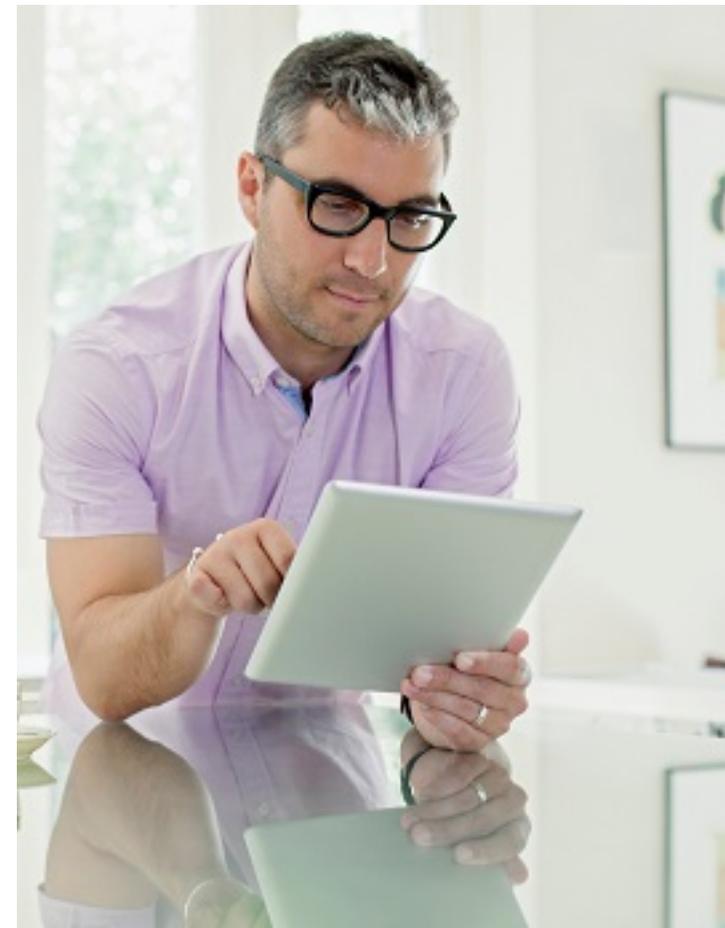


## Schweitzer: Accelerating Procurement Processes with SAP® Ariba® Solutions

Originally established as a bookseller in 1868, Schweitzer Fachinformationen has transformed into a knowledge resource management provider offering information services, reports, books, and databases that buyers can effectively access and use through e-procurement processes. A self-defined midsize enterprise, Schweitzer chose SAP® Ariba® solutions to enable it to deliver a more professional and streamlined procurement operation.

Schweitzer now spends less money, saves time, and requires fewer people to connect its business network. It has witnessed the value of a behind-the-market community and has significantly increased its activity on the Ariba Network from three deals annually to at least one per month. The company also uses catalogs in the Ariba Punchout solution to manage 30 million items offered on the network. The result is faster procurement cycles, greater spend visibility, and savings for customers on every transaction.



Picture Credit | ISAP SE, Walldorf, Germany Used with permission.

# Simplifying operations with SAP® Ariba® solutions

## Company (Supplier)

Schweitzer  
Fachinformationen

## Headquarters

Munich, Germany

## Industry

Professional services

## Products and Services

Technical information,  
electronic media, books,  
specialty bookstores,  
e-licenses, legal consulting,  
databases, procurement  
consulting

## Employees

600

## Revenue

€200 million

## Web Site

[www.schweitzer-online.de](http://www.schweitzer-online.de)

## Objectives

- Improve time management and decrease costs for processing customer orders and invoices
- Grow the business and customer base by increasing the number of overall e-procurement transactions

## Why SAP® Ariba® solutions

- Opportunity to connect with an established network of credible customers in an efficient and cost-effective way
- Greater volume of transactions and better customer relationships as a long-term business investment of the Ariba® Network
- Ariba Ready program, which has been a key selling point in attracting new partnerships

## Resolution

- Provided support for the business plan to increase e-procurement
- Automated the procurement process to increase visibility into spend for information service products, helping reach more potential buyers

## Future plans

- Increase the SAP Ariba solution footprint in e-procurement transactions from 10% currently to 50% over the next two to three years
- Capture 100% of potential customer opportunities by increasing activity using the Ariba Discovery solution
- Become more transparent by providing better information for buyers to strengthen professional relationships

# 80%

Faster project cycles  
with the Ariba Network

# 20%

Savings on purchase  
order transactions for  
Schweitzer customers

# Better

Visibility into customer  
spend

“SAP Ariba solutions and programs have helped us simplify and optimize our business operations. We can now process orders and invoices automatically, and have simplified the process of onboarding customers to keep our business running smoothly.”

Alexander Graff, Head of Corporate Business, Schweitzer Fachinformationen

---

© 2016 SAP SE or an SAP affiliate company. All rights reserved.

No part of this publication may be reproduced or transmitted in any form or for any purpose without the express permission of SAP SE or an SAP affiliate company.

SAP and other SAP products and services mentioned herein as well as their respective logos are trademarks or registered trademarks of SAP SE (or an SAP affiliate company) in Germany and other countries. Please see <http://www.sap.com/corporate-en/legal/copyright/index.epx#trademark> for additional trademark information and notices. Some software products marketed by SAP SE and its distributors contain proprietary software components of other software vendors.

National product specifications may vary.

These materials are provided by SAP SE or an SAP affiliate company for informational purposes only, without representation or warranty of any kind, and SAP SE or its affiliated companies shall not be liable for errors or omissions with respect to the materials. The only warranties for SAP SE or SAP affiliate company products and services are those that are set forth in the express warranty statements accompanying such products and services, if any. Nothing herein should be construed as constituting an additional warranty.

In particular, SAP SE or its affiliated companies have no obligation to pursue any course of business outlined in this document or any related presentation, or to develop or release any functionality mentioned therein. This document, or any related presentation, and SAP SE's or its affiliated companies' strategy and possible future developments, products, and/or platform directions and functionality are all subject to change and may be changed by SAP SE or its affiliated companies at any time for any reason without notice. The information in this document is not a commitment, promise, or legal obligation to deliver any material, code, or functionality. All forward-looking statements are subject to various risks and uncertainties that could cause actual results to differ materially from expectations. Readers are cautioned not to place undue reliance on these forward-looking statements, which speak only as of their dates, and they should not be relied upon in making purchasing decisions.