



PEXIVA PERSPECTIVE · SAP ARIBA ECOSYSTEM SERVICES

Procurement Transformation, Engineered

Inside Pexiva's delivery practice for SAP Ariba® — strategic sourcing, procure-to-pay, and invoice automation, built for organisations that need results, not slideware.

Procurement stopped being a back-office function a long time ago. It is now where organisations find their margin when markets don't cooperate — through better supplier decisions, cleaner processes, and working-capital discipline that boardrooms can actually see. The platform of choice for that transformation, for a large share of the world's enterprises, is SAP Ariba: a network connecting over four million suppliers and more than USD 3 trillion in annual commerce. Pexiva Technologies exists to help organisations turn that platform into realised value — quickly, transparently, and with proof at every step.

WHY THIS MATTERS

Organisations that fully digitise procurement report 20–30% cost savings and 50% faster sourcing cycles. The technology makes this possible. Delivery expertise is what makes it real.

A Practice Built on Both Halves of Procurement

Most delivery partners are strong on one side of procurement — either strategic sourcing or operational buying — and let savings leak out the other side. Pexiva was built to be equally fluent in both, because that is where the compounding value actually lives.

Strategic Sourcing & Supplier Management

We turn spend data into decisions. Our teams integrate ERP, accounts-payable, and P-card data into the Ariba spend-analysis engine, classify it against UNSPSC and client-specific taxonomies, and surface savings and consolidation opportunities that were previously invisible. From there, we design RFx events, weighted scoring models, and award optimisation for complex, multi-variable sourcing decisions — and we carry that discipline through supplier onboarding, risk profiling, scorecards, and contract lifecycle management.

Operational Procurement (Procure-to-Pay)

Strategic sourcing creates value; disciplined Procure-to-Pay protects it. We configure guided buying and punchout catalogues so compliant purchasing is the easy path, design approval workflows that are lean and risk-calibrated rather than bureaucratic, and automate purchase orders and three-way matching so exceptions become the rare case instead of the routine one.

Invoice Automation

Invoice processing is where hidden cost quietly accumulates — in cycle time, in exception handling, in missed early-payment discounts. We deploy electronic invoicing across supplier networks, apply AI-powered capture for the paper and PDF invoices that remain, and configure intelligent matching and exception routing so straight-through processing becomes the norm rather than the exception.

Technical Foundations That Hold Up Over Time

Behind all of it sits an integration and data practice: SAP Integration Suite connectivity between Ariba and S/4HANA or ECC, clean supplier and catalogue master data, rigorous testing, and disciplined management of SAP's quarterly release cadence — because most implementation failures trace back to exactly these areas, not to the sourcing or buying configuration itself.

Proof, Not Promises

We measure our delivery against hard numbers, and we're comfortable being judged against them.

8–14% average negotiated savings from structured sourcing events	70–85% straight-through P2P processing within 12 months	22 wks average sourcing go-live, ~30% faster than industry norms
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<\$2.50 cost per invoice after full automation deployment	+67 client NPS, versus a consulting-industry benchmark of +43	90%+ year-on-year client retention rate
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What Sets Our Delivery Apart

- Accelerators that shorten time-to-value: category-specific RFx templates, pre-built integration flows for the ten most common ERP configurations, and supplier onboarding kits in 12 languages.
- Outcome-based commercial models: fixed-price phases, gain-share arrangements on sourcing savings, and SLA-backed managed services with financial accountability.
- Certified expertise across SAP Ariba Sourcing, SAP Ariba Buying and Invoicing, SAP Integration Suite, and CIPS procurement credentials.
- A collaboration model built to transfer capability, not create dependency — joint governance, shadow-and-learn delivery, and Centre-of-Excellence design for clients who want to sustain the platform themselves.

Delivered the Right Way

We operate as an independent SAP Ariba delivery partner and system integrator — not as SAP SE or a subsidiary — and we're explicit about that distinction with every client. Our commercial interest is never entangled with our recommendations: no commissions, no kickbacks, no steering suppliers for anything other than merit and fit. It's a simple principle, and it's the one our client relationships are actually built on.

Where This Starts

Every engagement can begin small and prove itself before it scales:

- Discovery Workshop — a complimentary half-day session to assess current state and define a roadmap.
- Proof of Value — a rapid four-week engagement on one process or category, showing tangible savings before any larger commitment.
- Health Check — for existing SAP Ariba customers, a structured review of configuration, adoption, and process quality.
- Ongoing Partnership — managed services that keep improving performance as the business evolves.

THE BOTTOM LINE

SAP Ariba gives procurement leaders the tools. Pexiva brings the certified expertise, the proven methodology, and the change leadership that turn those tools into a result the business can see — and defend, quarter after quarter.

Ready to see what this looks like for your organisation? Reach out to Pexiva's Procurement Advisory team to schedule a Discovery Workshop.

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