

# Granular Spending Insight to Manage Supplier Negotiations and Costs

Challenges	Solutions	Results
<ul style="list-style-type: none"><li>• Difficulty optimizing spending due to poor data</li><li>• Disparate ERP and AP systems make knowing what is being bought (and from whom) difficult</li><li>• Lack of reporting capabilities to understand financial metrics</li></ul>	<ul style="list-style-type: none"><li>• Deployed Ariba visibility and analysis technology<ul style="list-style-type: none"><li>• Enriched and classified 98 percent of spending</li><li>• Timely access to category cost data</li></ul></li><li>• Easily aggregate and classify indirect spend across all systems<ul style="list-style-type: none"><li>• Support supplier negotiations with UNSPSC and SIC code classifications and parentage information</li></ul></li></ul>	<ul style="list-style-type: none"><li>• Holistic spending picture enabled more-strategic and proactive supplier negotiations</li><li>• New reporting capabilities helped refine supplier-item approval processes</li><li>• Comprehensive reports on MRO spending<ul style="list-style-type: none"><li>• Price variations</li><li>• Opportunities for standardization</li><li>• Better management of off-contract spending</li></ul></li></ul>



Company  
Del Monte Foods

Profile  
Producer and distributor of food and pet products

Ariba Commerce Cloud Features  
Ariba visibility and analysis solutions

**“Ariba provides us with the tools we need to gain improved visibility into our spending activities and more effectively manage our total costs.”** Dave McLain, Chief Procurement Officer, Del Monte

**“The flexibility of the Ariba Spend Visibility solution has been very valuable in the Procurement Department’s collaborative efforts at Del Monte,”** states Jim Stokes, senior manager Strategic and Global Sourcing, Del Monte. **“As an example, we are using the system to manage Del Monte’s Supplier-Item Approval process which is a process managed between Quality Assurance, Research & Development, and Procurement.”**

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