

How Does a Leading Crop Protection and Specialist Seeds Company Deliver Value to Farmers Feeding the World?

Enjoying delicious, seasonal produce is a great way to stay fit and healthy. To bring excellent-quality products from the field to the table, farmers around the world rely on Nufarm Limited. With its top-notch herbicides, seeds, and equipment, Nufarm helps farmers grow healthier, stronger crops. Serving a varied customer base across 100 countries requires efficient, effective supply chain management – something that the company struggled to deliver with its fragmented regional approach to sourcing.

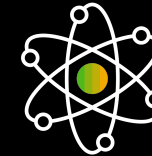
To deliver supply chain excellence on a global scale and generate sustainable savings, Nufarm teamed up with SAP to build a unified procurement system based on SAP® Ariba® solutions. By centralizing and standardizing procurement processes across the enterprise, Nufarm gained unprecedented insight into global sourcing and spend. Armed with greater visibility and control, Nufarm can drive procurement efficiency to ensure the company can meet its demanding savings targets and deliver the best possible value to its customers.



“Our mission is to ‘grow a better tomorrow.’ We kept that in mind as we sought to improve our procurement processes. With greater insight into who supplies what to whom, we can take a **more strategic approach to sourcing.**”

David Bury, CPO, Nufarm Limited

Thanks to solid growth and a reputation for top-quality products and customer service to match, Nufarm’s business has expanded rapidly. In parallel with its vision to be a world leader in innovative crop protection and seed technology solutions, Nufarm wanted to use technology solutions to build a global procurement platform that would give procurement teams end-to-end visibility and control over global sourcing and spend activity.



9th-largest
Crop protection company in
the world



>100
Countries served worldwide



>1,200
Product registrations

Growing Procurement Efficiency with SAP® Ariba® Solutions



Nufarm Limited
Melbourne, Australia
www.nufarm.com

Industry
Chemicals

Products and Services
Pesticides, herbicides, seeds,
and farming equipment

Employees
3,200

Revenue
\$A3.1 billion (US\$2.4 billion)

SAP® Solutions

SAP® Ariba® Strategic
Sourcing solutions, SAP Ariba
Buying and Invoicing solution,
and Ariba Network

Nufarm unified global procurement by deploying SAP Ariba solutions. Now, with standardized, simplified, and streamlined global procurement and enhanced supply chain efficiency, Nufarm can deliver the best-value products to help farmers around the world grow healthier, stronger crops.

Before: Challenges and Opportunities

- Reduce overall operating costs and make procurement operations more efficient
- Gain global visibility into global procurement activity
- Harmonize sourcing and supplier management across the enterprise
- Identify areas for cost reduction to meet its aggressive \$A20 million (US\$15.3 million) savings target

Why SAP Ariba Solutions

- Centralized, comprehensive platform for managing all procurement activity, from strategic sourcing to invoicing
- Ability to easily onboard and engage with suppliers in the Ariba Network
- Customizable approval workflows to reduce the risk of maverick spend
- Integration with the Concur® Travel & Expense solution

After: Value-Driven Results

- Standardized procurement processes globally through the introduction of strict policies and approval workflows
- Unified the overview of all procurement activity with a single source of truth
- Advanced strategic decision-making by giving procurement teams full visibility into regional processes
- Improved communication with vendors by using Ariba Network, making it easier to identify areas for savings
- Strengthened employee adoption through the appointment of “change champions” to support the transition to SAP Ariba solutions
- Increased efficiency by making it easier for staff to process approvals, payments, POs, and invoices
- Enhanced company’s ability to achieve its cost reduction targets in a sustainable manner

“SAP Ariba solutions allow us to keep procurement simple, removing any roadblocks so that staff can complete tasks more quickly and more easily.”

David Bury, CPO, Nufarm Limited

80%

Reduction in the number of invoices processed without a valid PO in place

Improved

Visibility into and control over procurement

Boosted

Procurement compliance

Expanded

Direct and indirect spend managed with SAP Ariba solutions to \$A1.8 billion (US\$1.4 billion)



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