



AmBank Group: Driving Sustainable Savings through Sourcing and Procurement Using Ariba

The AmBank Group is one of Malaysia's premier financial services groups providing products and services across Malaysia in retail banking, commercial banking, investment banking, and insurance sectors. The bank firmly believes that to extend its leadership position in the market place, it needs to manage its spend with the same diligence that it manages its assets.

To achieve this, AmBank leveraged the Ariba Sourcing™ and Ariba Procure-to-Pay™ solutions and the Ariba® Network—thus pushing up inter-enterprise collaboration, spend under management, and automation. As a result, AmBank continues to realize sustainable savings and improve process efficiencies year-on-year which positively impact its bottom line.



AmBank Group

Your Bank. Malaysia's Bank. AmBank.™

Executive Overview

Organization

AmBank Group

Headquarters

Kuala Lumpur, Malaysia

Industry

Banking and Finance

Products and Services

Retail Banking, Commercial Banking, Investment Banking and Insurance

Employees

12,000

Revenue

RM 7.4 Billion

Web Site

www.ambankgroup.com

Solutions

- Ariba Sourcing
- Ariba Procure-to-Pay
- Ariba Network

BUSINESS TRANSFORMATION

The company's top objectives

- Drive procurement agility in reaction to changing market conditions
- Increase savings and efficiencies across spend management processes in an effort to fuel long-term profitable growth
- Improve sourcing and procurement transparency and compliance across categories

The resolution

- Leveraged Ariba's on-demand solutions to drive spend management transformation across sourcing, P2P, and contracts
- Pioneered usage of the Ariba Network in the South-East Asian region, thus shifting from manual and paper-based procurement to an automated process
- Adopted value enablement services from Ariba to drive continual supplier and catalog enablement, organization development, user adoption planning, and procurement benchmarking and analysis

The key benefits

- Witnessed seamless inter-enterprise collaboration by enabling over 800 suppliers on the Ariba Network within a span of six months
- Managed over 70% of the annual spend electronically across 12,000 users through Ariba Sourcing, Ariba Procure-to-Pay, and the Ariba Network
- Exceeded strategic sourcing savings target by over 30% by increasing spend under management coverage across multiple categories

TOP BENEFITS ACHIEVED

15%

Identified savings through streamlined strategic sourcing

29,000

Invoices handled annually using touch-less processing

75%

Reduction in invoice approval and processing times

“Using Ariba, AmBank has realized year on year sustainable savings opportunities across the board and this has impacted our bottom line numbers positively.”

Ross N . Foden, Group Chief Operating Officer, AmBank Group