Brainbox
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Modernizing Procurement through Digitalization

Redefining Procurement through AI

Brainbox Consulting Overview

About Us

Brainbox is headquartered in the **Netherlands** with a strong delivery presence in **Europe, India, Middle East and USA.** The organization brings deep, hands-on expertise in procurement solutions, supported by a proven global delivery model and extensive experience in executing complex, multi-region procurement transformation programs.

Our Vision

To be a leading global brand that brings together all **procurement** technology solutions & services to redefine modern sustainable procurement.

Our Purpose

To enable enterprises to digitalize **procurement practice, achieve sustainable growth,** and **transform procurement** processes.



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Brainbox Unified Spend Management Solutions



One Integrated Spend Management View

What makes Brainbox different is not just implementation, but orchestration.

- Agentic AI-powered procurement workflows with AI-Powered Intake & Buying Guidance
- Unified spend visibility across Procurement, Workforce, and Employee spend
- Common governance, controls, and analytics
- Strong integration across Ariba, Fieldglass, Concur, and SAP ERP
- Continuous adoption, optimization, and value realization

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SAP Ariba SAP Concur SAP Fieldglass ORO

Brainbox | Service Portfolio

SAP Ariba – Procurement & Supplier Management

- Strategic Sourcing & Guided Buying
- Supplier Lifecycle & Risk Management
- Contracts & Commerce Automation
- Business Network enablement & adoption
- Next-Gen Procurement (BTP-based innovations)

ORO Labs – Agentic Procurement Orchestration

- Agentic AI-powered procurement workflows
- AI-Powered Intake & Buying Guidance
- Autonomous Sourcing & Negotiation
- Contract & Compliance Management
- Supplier Management & Risk Intelligence
- AI Agents for Procurement Automation

SAP Fieldglass – External Workforce & Services

- Contingent workforce management
- Statement of Work (SOW) services
- Rate card & supplier governance
- Worker compliance & tenure tracking
- Integration with core procurement & finance

SAP Concur – Travel, Expense & Invoice Automation

- Travel & Expense management
- Invoice automation & compliance
- Policy configuration & enforcement
- Mobile-first user adoption
- Integration with ERP & procurement

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Domain and Tool Expertise

Deep Procurement Knowledge

Brainbox Consultants bring extensive experience across industries, ensuring the alignment of Spend Management capabilities with specific business needs.

SAP Spend Management Mastery

Our team is well-versed in Spend Management's full suite, including sourcing, procurement, contracts, and spend analysis, enabling seamless implementation and optimization.

Category-Specific Insights

With expertise in key spend categories, our consultants deliver tailored strategies to maximize sourcing effectiveness and cost savings.

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Efficient Implementation

With proven methodologies, Brainbox consultants ensure rapid deployment without compromising on quality



Best Practice Integration

Our team integrates Spend Management with existing systems and workflows, optimizing processes for immediate and sustainable impact



Continuous Improvement

Brainbox consultants work closely with customers to monitor adoption, track performance, and refine strategies for ongoing success

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Brainbox transformation approach for solution implementation

Project Deployment

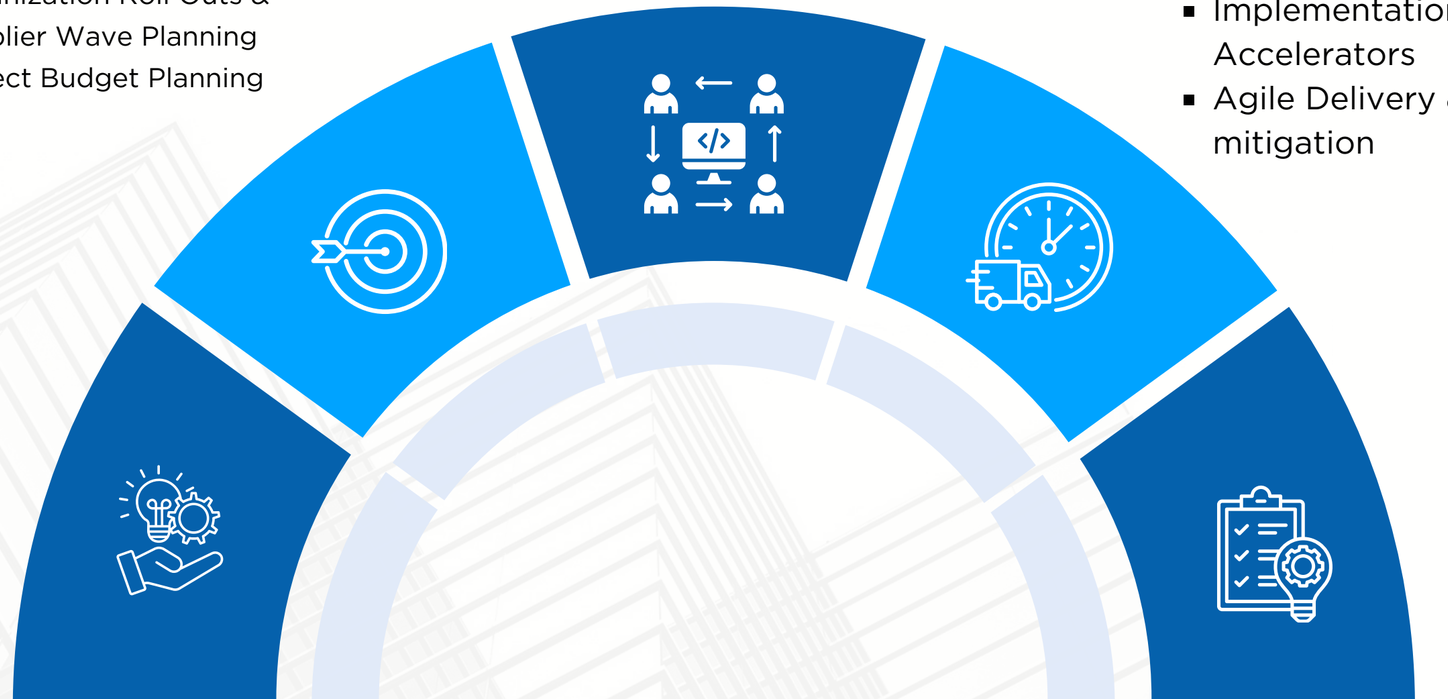
- Mobilizing skilled project resources on time to start delivery
- Providing on-site and remote resources
- Maintaining Solutioned Margins

Precise Planning

- Implementation roadmap & sprint planning
- Organization Roll Outs & Supplier Wave Planning
- Project Budget Planning

On-time Delivery

- Pre-configured MVP Solutions & Integration Scenarios
- Implementation Assets & Accelerators
- Agile Delivery & risk mitigation



Solution Fit

- Client needs assessment & prioritization
- Value Engineering
- Architecture Due Diligence & Solution Scope Selection

Benefit Realization

- Solution adoption & change management
- Training & Knowledge Management
- Business case benefit realization through all value levers

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Spend Management Adoption and Renewal Support





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Holistic Adoption Approach



Customized Training Programs

Brainbox Consultants design role-specific training to empower procurement teams, finance users, and leadership with the skills needed to leverage Spend Management effectively.

Change Management Leadership

Our experts guide organizations through change, ensuring smooth transitions and minimizing disruption to business operations.

End-User Empowerment

By leveraging digital adoption tools, Brainbox consultants provide in-app guidance and contextual support, ensuring end-users feel confident and capable.

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Customer Roadmap to Success –Ariba adoption plans

Brainbox is building lifetime value with Customers. The main focus is on connecting with cloud Customers on a deeper level, ensuring they get the most from their SAP solution investment over time. Brainbox serves as an advisor and guide, proactively checking in on Customers to provide insight as they grow with their SAP solution.



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Create Lifetime Value for Customers

Build a successful plan to ensure customers realize the value of their cloud solutions.

- Validate and confirm Customer’s business goals and desired outcomes
- Engage proactively and consistently with Customers and with SAP to ensure ongoing value-centered governance
- Drive initiatives to support value attainment anddevelop recommendations to accelerate value realization

Drive Adoption & Consumption

Ensure customers are adopting and consuming cloud capabilities and new features.

- Collaborate with customers and with SAP resources to ensure a smooth onboarding experience, create a joint adoption plan, and document implementation milestones.
- Engage proactively to mitigate potential adoption risks, ensure a sustained adoption and value realization focus, and develop strategies to improve consumption.
- Monitor release adoption and position value expansion by further deploying successful value initiatives.

Expand Opportunities for Growth

Secure a healthy pipeline to deliver indirect quota in the assigned territory.

- Engage with SAP to develop a renewal approach for the customer that aligns with the customer's long-term business growth objective.
- Jointly identify expansion opportunities.
- Connect the customer with customer forums, communities, user groups, etc., to provide opportunities for engagement with the broader customer, SAP, and partner ecosystem.

Customer Value Journey – Project adoption

Building a strong pipeline of opportunities where innovative and differentiated offerings are emphasized to generate net-new license revenue – will be key to success. Drive consistent, predictable sales visibility and accurate forecasting – by driving accurate, predictable change and continuous process and methodology improvement.

Primary Clients

Propose Solutions

Drive Adoption

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Approach 1: Discover & Diagnose

We begin with a **Discovery Phase** that focuses on understanding business realities beyond the blueprint.

Workshop & Stakeholder Interviews

- Conduct role-based workshops with Procurement, Finance, IT, Category Managers, and End-Users
  .
- Use design thinking methods to capture pain points and "day-in-the-life" scenarios.

Best Practice Integration

- Map “as-is” procurement processes (PR to PO, Supplier onboarding, Contracting, Invoice processing)
- Identify gaps: approval bottlenecks, maverick spend, poor supplier adoption, delayed cycle times
- Review usage analytics from Ariba (e.g., sourcing event counts, contract compliance %, PO automation rate)
- Identify underutilized modules or missed integration touchpoints

Stakeholders Alignments

- Build a common understanding of challenges and define clear success criteria (e.g., 90% PO automation, 95% supplier onboarding in Ariba).

Outcome :

- A Problem Statement Repository categorized by Process, People, and Technology (PPT model).
- A clear baseline of current adoption levels and pain areas.

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Approach 2: Process solutioning

We begin with a **Discovery Phase** that focuses on understanding business realities beyond the blueprint.

Process solution

- Redesign approval workflows to reduce cycle time (e.g., auto-approve low-value PRs).
- Standardize RFx templates and contract clauses to improve compliance.
- Define supplier performance KPIs and reporting dashboards.

People solution

- Role-based training for buyers, approvers, and suppliers (guided simulations, job aids).
- Change champion network to drive adoption at the plant/site level.
- Supplier enablement campaigns (mailers, webinars, supplier helpdesk).

Tech solution

- Configure underutilized Ariba features (e.g., guided sourcing templates, auto-PO).
- Integrate missing touchpoints with ERP (e.g., contract compliance, spend analytics).
- Enable dashboards on BTP for real-time procurement KPIs (cycle time, savings tracking).

Outcome :

- A **prioritized roadmap** (Quick Wins – 3 months, Medium Impact – 6 months, Strategic Changes – 12 months)

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Approach 3: Execute & Drive Adoption

The most critical step - **bringing change to life** and ensuring sustainability.

Change Management Plan

- Communication strategy (before–during–after go-live updates).
- Leadership alignment to reinforce messaging
- Incentives & recognition for adoption milestones

Solution Deployment

- Implement agreed process & technology changes
- Configure Ariba system enhancements & integrations
- Run supplier onboarding drives to hit coverage targets

Hypercare & Monitoring

- Daily/weekly adoption dashboard reviews (e.g., % spend on contract, sourcing event count)
- Track issues & resolve through COE support
- Capture feedback and iterate processes

Outcome :

- A clear **delivery model** and monitoring the **results and ROI**

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Spend Management AMS – Beyond ticketing services





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AMS Support Model

Key Features

01

Incident Management

Covers break/fix issues with a standard SLA.

02

System Monitoring

Periodic health checksto ensure system stability.

03

Minor Enhancements

Support for small-scale configuration changes (less than one day effort) and issue resolution.

04

On-Demand Training

20 hours of training for end-users and administrators.

05

Basic Updates

Assistancewith quarterly Ariba updates.

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AMS Support Model

Benefits



Cost-effective entry- level support



Ensures system stability with minimal investment



Access to expert assistance when needed

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Proposed Delivery Model

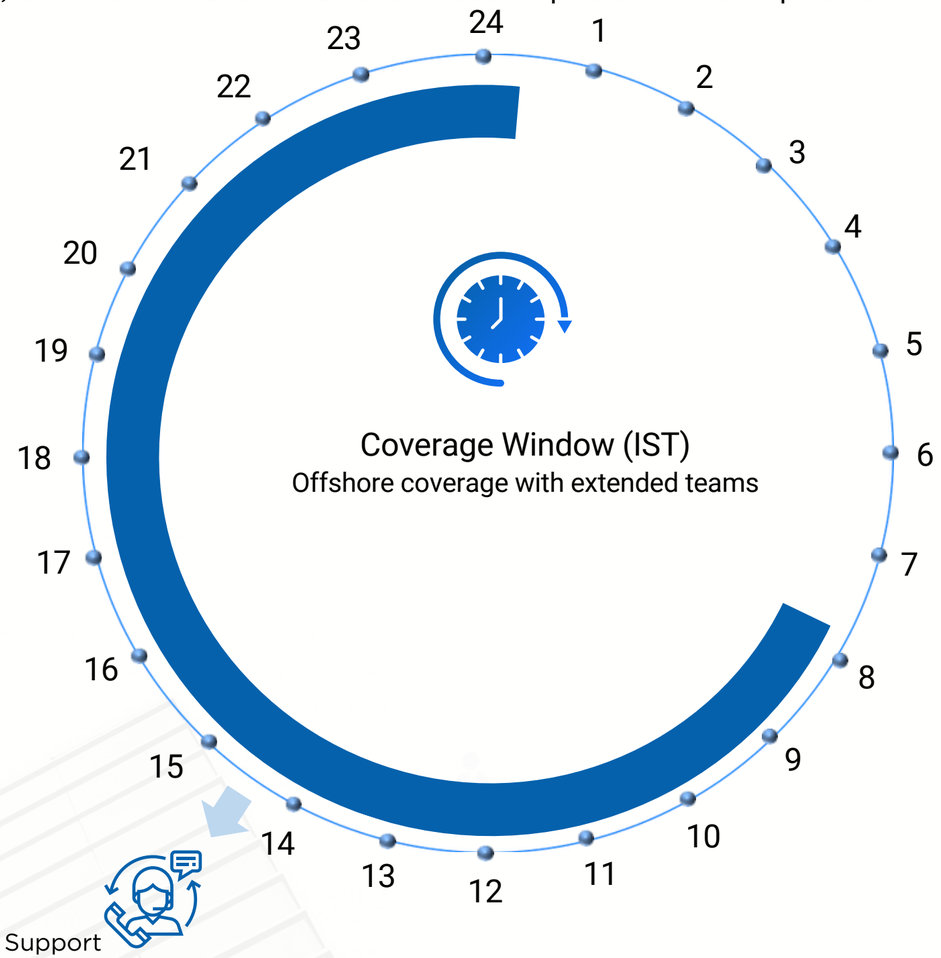
- BB Proposes a ‘Managed services’ model delivered through dedicated services to help drive stabilization of Spend Management adoption
- BB will identify optimization avenues via automation, process consolidation, etc. to drive efficiencies across procurement process

Salient Features

- After hours on-call support for priority/production incidents
- Agile approach with efficiencies already baked into resourcing model
- Blended team mix with skills relevant to customer ask
- Core team with Named resources

Benefits

- Well defined team structure with ~8 hours of overall coverage
- Seamless handshake between offshore and customer teams
- Alignment with relevant SLA’s (To be defined)
- Infuse maturity / automation over time for increased accuracy and efficiency



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Why Choose Brainbox?



Supplier Network Expertise

Facilitate smooth onboarding with tailored plans and global support



End-to-End Support

Provide strategy, integration, and post-go-live support to ensure value realization.



Commercial Flexibility

Offer flexible engagement models like T&M, fixed-price, or project-based billing.



ROI and Process Optimization

Use DSN analytics to drive insights and streamline procurement workflows



Industry-Specific Customization

Deliver sector-specific solutions aligned with compliance and business goals

With Brainbox's trusted consultants and flexible engagement models, your organization can achieve seamless Spend Management adoption, empowering your team to unlock the full potential of the platform while driving procurement excellence and delivering measurable outcomes

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Our Global customers



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Our Global Presence

