

apsolut Implements the Amazon Business Catalogue and Other Tools for JOYNEXT



Company:

JOYNEXT

Industry:

Automotive

Products:

Intelligent Cockpit, Smart Connectivity, Autonomous Driving and Body Security solutions

Number of employees:

1,500

Turnover:

600 million US dollars

Headquarters:

Ningbo, China

Website:

www.joynext.com

CHALLENGES

- High non-catalogue-based purchasing rate
- High manual effort to fulfil internal and external requirements

SOLUTIONS

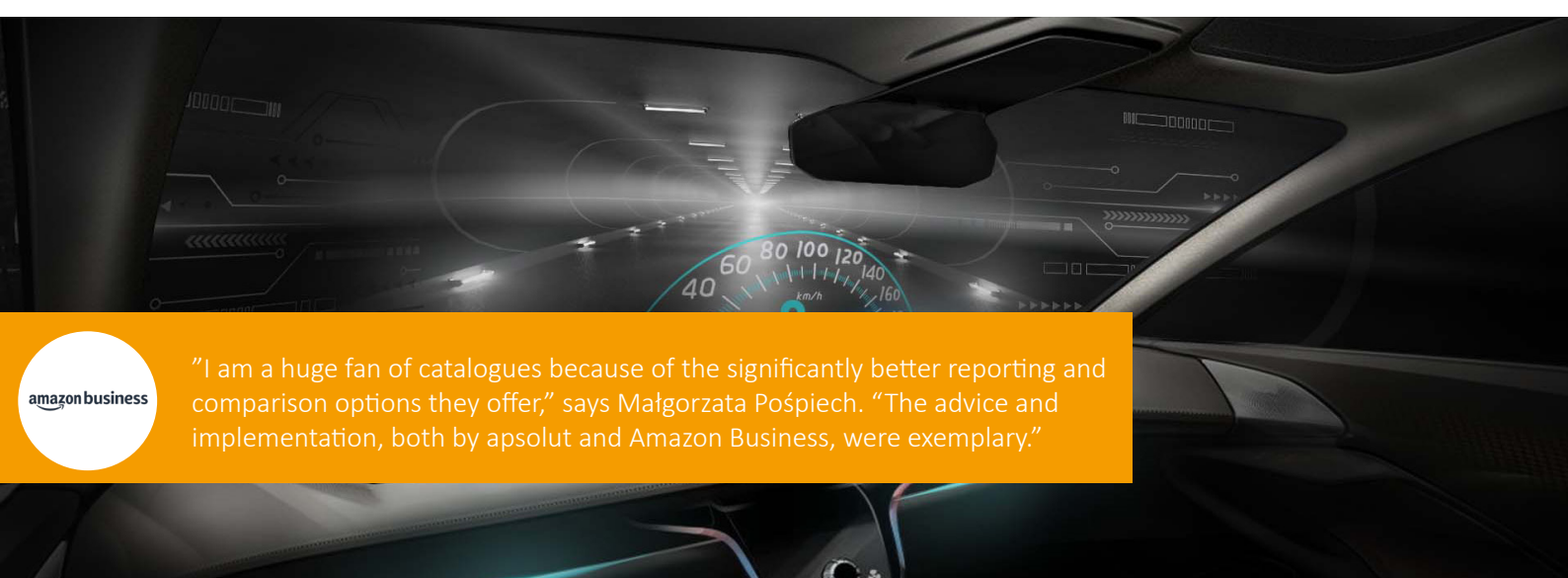
- SAP Ariba Buying including connection of Amazon Business via Spot Buy
- SAP Ariba Supplier Lifecycle & Performance
- SAP Ariba Contracts
- SAP Business Network Supply Chain Collaboration

BENEFITS

- Efficiency improvements thanks to ever increasing level of digitalisation and automation
- Enhanced transparency and better reporting options thanks to high catalogue rate
- Project organisation tailored to the customer's resources

WHY APSOLUT?

- Honest advice that is focused on long-term added value
- Growing relationship of trust



"I am a huge fan of catalogues because of the significantly better reporting and comparison options they offer," says Małgorzata Pośpiech. "The advice and implementation, both by apsolut and Amazon Business, were exemplary."



UX: The positive user experience with Amazon Business is demonstrated by the fact that after implementation of the catalogue, no employees returned negative feedback.

Perfectly Tailored Project Organisation and Honest Consulting

apsolut implemented SAP Ariba Buying for JOYNEXT in 2021 shortly after the company's foundation, which followed a carve-out from its then parent company. The company was about to embark on a journey that involved building its own digital and automated process landscape.

From the outset, apsolut was the most important project partner to JOYNEXT as it worked to establish its new processes. Małgorzata Pośpiech, SCM Process Manager reflects: "After the first Ariba roll-outs, we continued to work with apsolut to jointly develop our Ariba Suite. We usually work together at eye level, and I appreciate apsolut's open and honest advice. I always have the feeling that the best solution for the customer is their guiding principle. This level of honesty is what led us to working together for so long."

A logical further development was the integration of the Amazon Business Catalogue, as even before connection of the catalogue, JOYNEXT employees had procured numerous indirect materials via Amazon. Feedback from the company is consistently positive, especially as the user-friendly online shopping experiences from the private sphere are easily transferred to everyday work life. In addition, employees can compare prices from different providers directly via Amazon.

JOYNEXT and apsolut continue to work together in other areas. SAP Ariba Supplier Lifecycle & Performance, or SLP for short, which has already been implemented, is currently undergoing a streamlining of its range of functions in order to better meet the needs and organisational structure of JOYNEXT.

In addition, the SAP Ariba Contracts module is already being used for NDAs – non-disclosure agreements – in direct and indirect procurement. Expansion to other contract types is planned.

SAP Business Network Supply Chain Collaboration (SCC) is planned as an additional module. A workshop has already taken place.

Małgorzata Pośpiech views collaboration with apsolut as a complete success: "Before we starting working together, I had gained some experience with SAP Ariba Buying, but not with other SAP purchasing modules. I have been able to rely on apsolut's expertise on multiple topics for many years. In addition, the project organisation and honest recommendations are tailored precisely to us and our needs. With them, we can continue to boost our efficiency in helpful incremental steps."

SOLUTIONS



SAP Ariba Buying including connection of Amazon Business via Spot Buy



SAP Ariba Supplier Lifecycle & Performance



SAP Ariba Contracts



SAP Business Network Supply Chain Collaboration