

Global F&B Giant **Saves Millions** on Billion-Dollar Spend with SimpliContract Analytics Platform

Overview

A global French-based F&B company with a presence in over 120 markets and a portfolio of worldwide brands had been using SAP cloud solutions for years, particularly SAP Ariba for its S2P process. The CPO's office managed a large volume of contracts, 90% of which originated with third parties.

Without AI-powered analytics, it took an average of

1 hour and 24 minutes

to locate specific terms with

46% of existing contracts

being image files and scanned documents stored in SAP Ariba and local repositories

Challenges before SimpliContract

Contracts were scattered across SAP Ariba, local repositories, and email inboxes globally. Managing contracts starting on third-party paper with unfamiliar templates and provisions posed significant risks, leading to:

No access to insights:

Contracts locked in various repositories made it challenging to derive business value and respond to supplier-related queries.

Lack of guardrails:

Disjointed contracting practices posed the risk of non-standard clauses slipping through.

Inconsistent terms:

Non-standard commercial terms across teams led to missed deadlines, licensing overspend, and lost negotiation opportunities, costing millions.

☆ During the project design phase, it was revealed that **one-third** of renegotiation or other contract obligation deadlines were missed annually.

“If I had a contract analytics platform like SimpliContract earlier, I could have leveraged these insights from commercial terms in time to save 5-10% on my billion-dollar spend.”

Category Manager
Global F&B

The SimpliContract Solution

To address these challenges, the company adopted SimpliContract's AI-powered contract analytics platform. It integrated seamlessly as an intelligence layer with their SAP Ariba investments, providing:

Unified contract repository:

Consolidated 70,000+ legacy contracts into a single repository.

Visual data dashboard:

By auto-extracting clauses, metadata and obligations, it displayed industry-leading metrics around vendor spend, renewals, terminations, KPIs, commitments and regulatory compliance, tailored for procurement users.

Risk analyzer:

By benchmarking terms and clauses across the entire contract portfolio, the analyzer assessed risks and provided redline suggestions and insights to mitigate them.

This enabled earlier and more strategic renewal conversations and amendments.

- ☆ The analyzer found **19% of existing contracts** lacked a necessary data privacy clause and provided vendor-specific redline suggestions for amendments or renewals.

Data discovery assistant:

The assistant provided instant answers to any contractual question in the user's preferred language, complete with citations and follow-up questions. For example, ask:

- ☆ "What changes were made to the limitation of liability clause between the MSA and its two amendments for XYZ Corp.?"

"When we explored the market, most solutions only answered, "What are those leakages?" and stopped at that.

SimpliContract was the only solution that went beyond and provided answers to "How do we address those leakages?"

Director,
Operational Procurement
Global F&B

Value Attained

80% Reduction

in time spent on data discovery

15% Savings

in costs with risk analysis and suggestions

90% Reduction

in time spent on manual reporting and insights

30% Gain

in contractual compliance by mitigating legal risks

Ready To Get Started?

Find out how SimpliContract analytics for SAP Ariba solutions can help your organization.

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