

Unit4 implements its own powerful procurement platform to accelerate digital transformation



Unit4

Unit4 acquired leading Source-to-Contract software developer Scanmarket in 2022, and quickly implemented the solution internally in order to streamline processes, creating a simpler IT environment and automating much of the manual transactional work of day-to-day procurement.

- Unit4 Source-to-Contract by Scanmarket (S2C) automates management of more than 600 supplier contracts across the business.
- Enables a more strategic focus by automating and streamlining transactional processes.
- Frees up more time to focus on delivering greater value to stakeholders across the organization by automating time-consuming manual processes like RFPs and renewals.
- Significantly reduces workloads via a radically simplified contracting process.
- 16% cost savings on initial tender process thanks to eAuction.
- Enables ongoing digital transformation of the procurement function.

Creating a better people experience

Unit4 is a leader in enterprise resource planning cloud applications for mid-market service organizations. Headquartered in the Netherlands, it has 5,100-plus customers in more than 100 countries, employs more than 2,600 people, and has revenues of €416 million.

Unit4 designs solutions specifically for people-centric organizations, creating tools that provide a modern user experience by automating and expediting manual processes and freeing up more time to focus on more strategic work. The business is committed to becoming a \$10bn+ cloud ERP partner for mid-market, people-centric industries.

As part of its philosophy and ambition – and its ongoing cloud agenda – the company is constantly looking to expand its portfolio and find ways to incorporate technology into its own operations. This includes functions like procurement, which, despite having evolved rapidly to create a more strategic

Industry

Technology

Location

Headquarters in Dordrecht, Netherlands; operations in more than 100 countries

Size

Approx 2,600 people; €416 in revenues

Product

Unit4 Enterprise Resource Planning (ERP); Unit4 Finance & Analysis (FP&A); Unit4 Source-to-Contract by Scanmarket (S2C)

Challenges

Evolving procurement from a manual activity to an automated and centralized business function to meet demand following the acquisition of a world-leading source-to-contract vendor.

Key metrics

5

WEEKS

Go-live in just 5 weeks



STANDARDIZATION

A central, shared database for all contracts and agreements reduces risk and maximizes supplier value

“Unit4 S2C has facilitated the digital transformation of our whole procurement process” adds Mat. “It’s provided us with the ability to manage the six hundred contracts we have with our vendors and enables the different stakeholders... to understand at what point in the lifecycle we’re at. This takes away all the manual work and eliminates all the Excel files.”

Matt Bagley, Chief Financial Officer, Unit4

approach, still suffered from a lack of visibility into spend categories and contract terms across the business.

Matt Bagley, Unit4’s Chief Financial Officer, explains, “The procurement situation at Unit4 was a very manual process: we had over six hundred contracts that needed to be managed, and no contract management tools. We were responding to RFPs and renewals on a manual basis, which was incredibly time consuming not just for Procurement, but for the whole organization.”

Making the most of a great investment

S2C extends Unit4’s ability to offer complete back-office operational functionality to customers alongside existing ERP, FP&A, HCM, and PSA solutions. This strategic acquisition immediately presented an opportunity to enhance Unit4’s own procurement function.

Unit4’s Global Head of Procurement Phil Pearce says, “I wanted to move procurement along a few notches to accommodate the size of the team and the business’s demand and reliance on them, also moving forward with the cloud agenda. It was immediately apparent that Unit4’s procurement team was missing the value of our own acquisition.”

But it wasn’t just a matter of keeping things in the family. Phil says, “Twelve months prior to the acquisition, we had already undertaken a sourcing review to look at competitors in the

marketplace, and concluded that S2C was actually the best product available.” He adds, “S2C had already proved to me it was the best system on the market.”

Engagement-based and interactive

Unit4’s procurement team was able to migrate the company’s entire contract database to the new system within just five weeks. Implementation of supplier-based management and eAuctions followed swiftly, providing a new firm foundation for all ongoing procurement needs.

Incremental improvements have already been realized with the help of Unit4’s own implementation consultants. “What we saw with Unit4 reminded me a lot of the challenges we also see with our customers. The system really helps create a single repository to which you can easily allow access to all the authorized people,” says Laura Nielsen, Senior Customer Success Manager.

The cloud-based technology empowers all Unit4 functional department stakeholders to review their contracts in a single portal online. Matt again: “We’re spending less time pushing pieces of paper around the organization and more time looking for cost efficiencies.”

A digital transformation with cost efficiency benefits

With cloud architecture, an intuitive user experience, and simple customizability, new additions

and improvements to the team’s capability are possible as they become more familiar with what the system can do.

As part of this ongoing rollout, S2C is already helping the team transform the procurement function. They recently undertook Unit4’s first fully digital sourcing project using S2C’s eRFx and eAuction modules.

Not only does eRFx fully digitize and automate the tender process, it allows all stakeholders to easily participate and view progress at any time. Less time spent by both Unit4 and suppliers when changing the status of deals. Vendor feedback has already been very positive.

What’s more, the use of eAuction made possible a further 16% saving on initial eRFx responses in a process that took just two hours from start to finish, thanks to two modules that were both implemented in a single day — including training time.

The company also sees cost efficiency benefits – with the simple and quick implementation process creating a very short payback time.

Matt sums up the situation: “S2C is very aggressively priced compared to other solutions in the marketplace, and its time-to-value is incredibly quick. Within four weeks, you’re seeing a full digital transformation of all your previously manual processes, and therefore payback is incredibly short. I’m confident in recommending this solution to other CFOs.”