



# Vestas e-procurement

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# Procurement in Vestas

## Manufacturing

MRP demand  
triggered  
procurement



## Installation & Service

Project & Service order  
triggered procurement



## Indirect procurement +



**Wind.** It means the world to us.™

P2P

eProcurement

# Why choose Ariba if you are our **VENDOR**?



## Efficiency



- Simple ordering system
- Quick processing of orders
- Always correct data
- Easy to update information – vendor, bank, payment details, etc.
- Thousands of potential customers on the network

## Profit

- Bundling the Vendor spend/ channeling the M spend
- Better price/volume
- Opportunity

**Vestas requirement for future collaboration and growth**

## Simplicity

- Automated conversion of PO to invoice
- Quick and timely payment

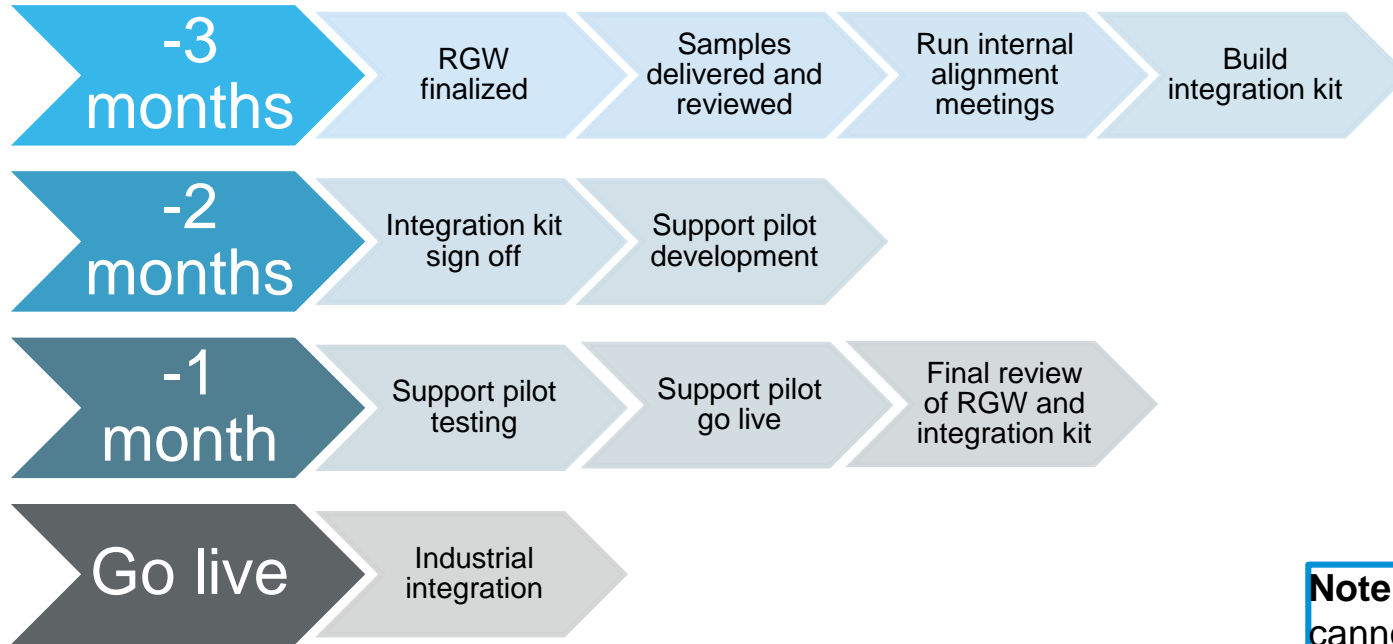
# Vestas E-Procurement Project

Vestas will stop handling paper purchase orders and invoices.

The goal of the project is to automate Vestas procurement and accounts payable processes; as a consequence improve relationships with suppliers.

As one of Vestas' key suppliers it is very important for us to have you on Ariba Network as soon as possible

# Seller Integration - key milestones



**Note:** integration cannot start before catalog enablement has been completed

- Planning and Testing are the most critical and time consuming steps
- Milestone dates to be determined at kick-off meeting
- All integrated / cXML sellers to start with PO flip in parallel with deployment