White Paper: End-to-End Deployment of SAP Ariba at Papa Byre Pharmaceuticals
Program Manager's Perspective
Integration with S4 HANA, Fieldglass, Concur, and Salesforce

Document Control

- **Title:** End-to-End Deployment of SAP Ariba at Papa Byre Pharmaceuticals

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Executive Summary

Papa Byre Pharmaceuticals, a recent divestiture from the umbrella medical services corporation V.Kraft Medi, faces the challenge of establishing an independent, scalable, and compliant procurement and spend management ecosystem. This white paper outlines the phased deployment of SAP Ariba, integrated with S4 HANA (ERP), Fieldglass (contingent workforce), Concur (travel and expense), and Salesforce (CRM), to unify source-to-pay processes. The program is designed to support Papa Byre's rapid operational independence, mitigate risks associated with divestiture, and deliver $45M in savings over three years through process automation and spend visibility.

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1. Introduction: The Papa Byre Context

As a divested entity, Papa Byre inherits legacy processes and systems from V.Kraft Medi but must build its own IT landscape. The business drivers for this deployment include:

- **Operational Independence:** Decouple from V.Kraft Medi's shared services.

- **Regulatory Compliance:** Meet pharmaceutical industry standards (FDA, GxP, SOX).

- **Spend Control:** Gain visibility into direct and indirect spend.

- **Integration Mandate:** Ensure seamless data flow between Ariba, S4 HANA, Fieldglass, Concur, and Salesforce to support end-to-end processes.

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2. Strategic Objectives

- Unify procurement, contingent labor, travel, and customer-related spending into one digital core.

- Achieve 90% adoption of guided buying within 12 months post-go-live.

- Ensure integrations support real-time data synchronization for financial reporting.

- Enable compliance with pharmaceutical supply chain regulations.

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3. Program Governance

- **Steering Committee:** CFO, CIO, CPO, Divestiture Lead.

- **Program Manager:** Responsible for cross-functional coordination, timeline, budget, risk management, and stakeholder alignment.

- **Workstreams:**

    1. SAP Ariba (Sourcing, Contracts, Buying, Invoicing)

    2. S4 HANA Integration (MM, FICO, SD modules)

    3. Fieldglass Integration (services procurement)

    4. Concur Integration (T&E)

    5. Salesforce Integration (customer-driven procurement)

    6. Change Management & Training

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4. Deployment Phases: Discovery to Stabilization

Phase 1: Discovery & Planning (Months 1-3)

- **Stakeholder Workshops:** Map "as-is" processes from V.Kraft Medi and define "to-be" for Papa Byre.

- **Integration Blueprint:** Design point-to-point and middleware (CPI/PO) interfaces for Ariba with:

    o S4 HANA (material master, purchase orders, invoices)

    o Fieldglass (contingent worker requisitions)

- o   Concur (travel requisitions, expense reconciliation)

- o   Salesforce (customer project-driven purchasing)

- **Compliance Review:** Validate GxP relevance for procurement of clinical trial materials and lab supplies.

- **Vendor Management:** Identify approved suppliers for Papa Byre; clean master data.

Phase 2: Design & Build (Months 4-8)

- **Configure Ariba:** Align with Papa Byre's approval hierarchies, catalog management, and contract workflows.

- **Develop Integrations:**

  - o   S4 HANA: Real-time PO and goods receipt sync.

  - o   Fieldglass: Contingent worker demand channels into Ariba buying.

  - o   Concur: Travel requests as shopping cart items; expense data for accruals.

  - o   Salesforce: Opportunity-to-procure triggers for customer projects.

- **Testing Framework:** Unit, integration, and user acceptance testing (UAT) scripts.

Phase 3: Testing & Validation (Months 9-11)

- **Pharmaceutical Validation:** Execute IQ/OQ/PQ for GxP-relevant procurement processes.

- **Integration Testing:** End-to-end scenario tests (e.g., requisition to payment) across all systems.

- **Security & Role Testing:** SOD checks for procurement, finance, and lab managers.

- **Cutover Rehearsal:** Dry-run data migration from V.Kraft Medi's legacy environment.

Phase 4: Deployment & Hypercare (Months 12-13)

- **Phased Go-Live:**

  - o   Week 1: Pilot sites (manufacturing and R&D).

  - o   Week 3: All North America.

  - o   Week 6: Global rollout.

- **Hypercare Support:**

- War room with integrators (SAP, Salesforce, etc.).

- Daily stand-ups to address P1/P2 issues (e.g., integration failures, catalog errors).

- Monitoring dashboard for transaction volumes, error rates, and user helpdesk tickets.

Phase 5: Stabilization & Benefits Realization (Months 14-18)

- **Performance Review:** System responsiveness, integration reliability, and adoption metrics.

- **Process Optimization:** Refine catalogs, approval workflows, and reporting.

- **Benefits Tracking:** Track savings, contract compliance, and processing cycle times.

- **Closure:** Transition to steady-state support; final program review with steering committee.

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5. Integration Highlights

- **Ariba–S4 HANA:** Two-way sync for POs, invoices, and material master updates.

- **Ariba–Fieldglass:** Contingent labor requests routed through Ariba for SOW and rate compliance.

- **Ariba–Concur:** Travel requests as requisitions; expense data feeds into Ariba for spend analysis.

- **Ariba–Salesforce:** Project-based procurement triggered from Salesforce opportunities.

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6. Challenges & Mitigations

- **Divestiture Complexity:**

  - *Challenge:* Legacy data separation from V.Kraft Medi.

  - *Mitigation:* Early data cleansing and mock cutovers.

- **Regulatory Scrutiny:**

  - *Challenge:* GxP procurement requires validated systems.

- o *Mitigation:* Build validation into project plan; involve QA early.

- **Cross-Platform Integration:**

  - o *Challenge:* Ensuring real-time sync across five systems.

  - o *Mitigation:* Use SAP Cloud Platform Integration (CPI) for centralized monitoring.

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7. Success Metrics

- **Process:** 70% reduction in PO processing time.

- **Financial:** 95% invoice compliance; $15M Year 1 savings.

- **Adoption:** 80% of suppliers on Ariba Network by Month 15.

- **Integration:** <1% error rate in cross-system transactions.

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8. Conclusion

The deployment of SAP Ariba at Papa Byre, integrated with S4 HANA, Fieldglass, Concur, and Salesforce, is more than a procurement implementation—it is a foundational element of Papa Byre's independence from V.Kraft Medi. Through structured program management, pharmaceutical-industry-aware design, and robust integration, Papa Byre will achieve operational agility, compliance, and significant cost savings.

Approvals

- Program Manager: _____

- CFO, Papa Byre: _____

- CIO, Papa Byre: _____

Document History

Version	Date	Changes
1.0	Oct 26 2023	Initial Release