



“ We chose Ivalua because it was the solution that was the most complete and flexible. This is important as we wanted to maintain a certain independence and to add functionality by country, as we knew that each country had its specific needs. ”



Arnaud Morange
Chief Procurement Officer
Arval (BNP Paribas Group)

OBJECTIVES

- ✓ Get to the next stage of Procurement maturity from an organizational and technology standpoint
- ✓ Free capacity and enable teams to focus on strategic value activities such as innovation, market analysis, negotiating with suppliers
- ✓ Deploy a single, comprehensive solution and incorporate our standard processes and integrated to our core leasing platform
- ✓ Rollout the tool across 28 countries rapidly and quickly train new resources
- ✓ Ensure a strong and auditable savings calculation process
- ✓ Develop stronger category strategies

CHALLENGE

- ✓ Decentralized organization led to inconsistencies
- ✓ There was no single solution in place to cover all Procurement needs
- ✓ Needed a tool that could easily be deployed in various and varied geographies
- ✓ Had identified 28 of the most important countries for the project and it had to work for these

BENEFITS



Digitized 9,200 contracts



Number of users that have adopted the solution



12,000 suppliers onboarded



Countries on a single platform



Agility and flexibility to meet unique regional requirements



Improved compliance globally

SOLUTIONS SELECTED



Supplier
Management



Sourcing



Contract
Management



Procurement



Invoicing



Strategy &
Analytics

EMPOWERED

- ✓ Agility in changing environment with KYS, GDPR and other risk monitoring
- ✓ Peace of mind with compliance audits
- ✓ State of the art single tool helps with recruiting young talent
- ✓ Simple configuration - existing or new workflows with suppliers can be set-up quickly
- ✓ Business specific processes can be quickly created by an admin user

ABOUT ARVAL

Founded in 1989, Arval is fully owned by BNP Paribas, one of the world's best rated banks. Specializing in vehicle leasing and fleet management Arval supports customers of all sizes, ranging from small businesses with one or two vehicles through to large international corporates with thousands.

- ✓ Approximately 6,500 employees worldwide
- ✓ Headquartered in Rueil-Malmaison, France
- ✓ Presence in 29 countries
- ✓ 100,000 clients Worldwide
- ✓ 1.1 million leased car fleet
- ✓ 300,000 cars ordered annually
- ✓ 2017 Spend Euro 8 billion

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