



SAP Ariba implementation at Norwegian Air Shuttle

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Presenters



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Norwegian Air Shuttle

Who we are



We **offer affordable** fares and are a **price leader** in the Nordics.

We are a recognized Nordic brand offering a **modern** in-flight experience **including free gate to gate Wi-Fi**.



We employ over **3,000** colleagues in Norway and other European bases.

We are serious about sustainability. We were the **first** airline in the world to join the **UN Climate Secretariat's climate action initiative** in 2019, pledging to work systematically to become **carbon neutral by 2050**.

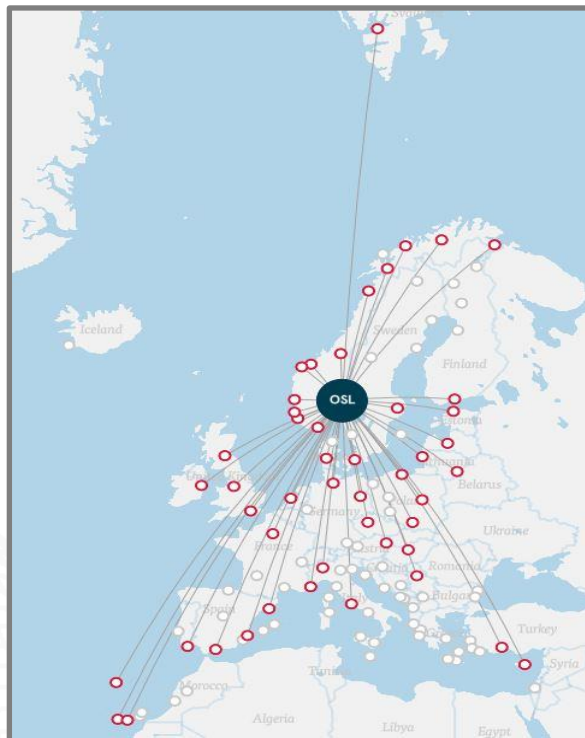


We have been voted Europe's Best Low-Cost airline by Skytrax **for six consecutive years**. Since 2012, We have won **over 55 awards** for our service, product, and innovation in the industry.

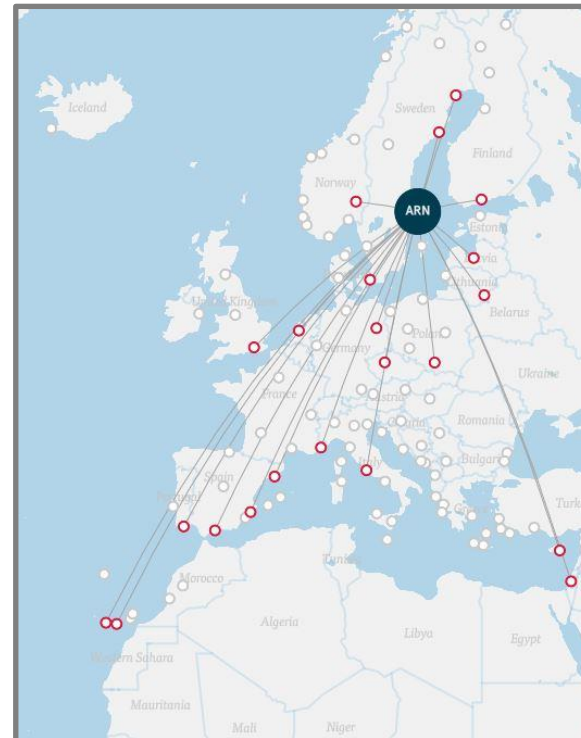
Planning for a **successful 2022** with proven, profitable routes and an expected **60-70 aircraft** in operation as demand is expected to recover.

Norwegian Air Shuttle

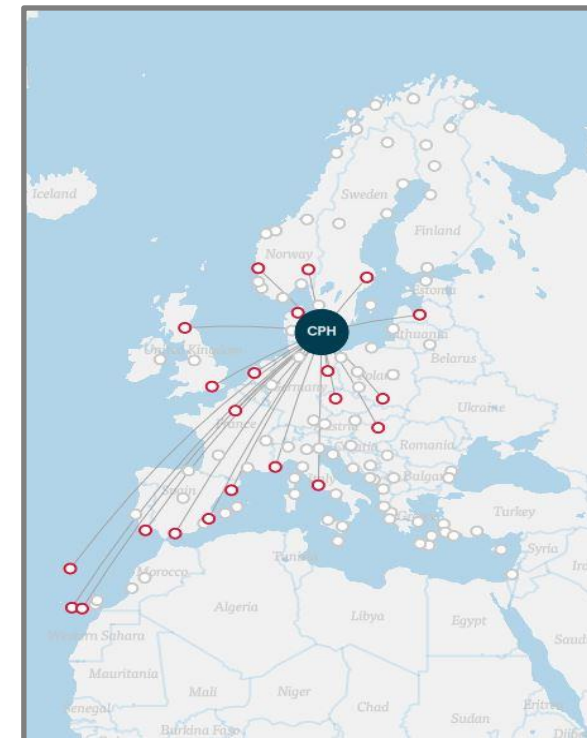
Connecting the Nordics



A Nordic Focus : Norwegian offers around **250 core routes** from the Nordics to key European and domestic destinations.



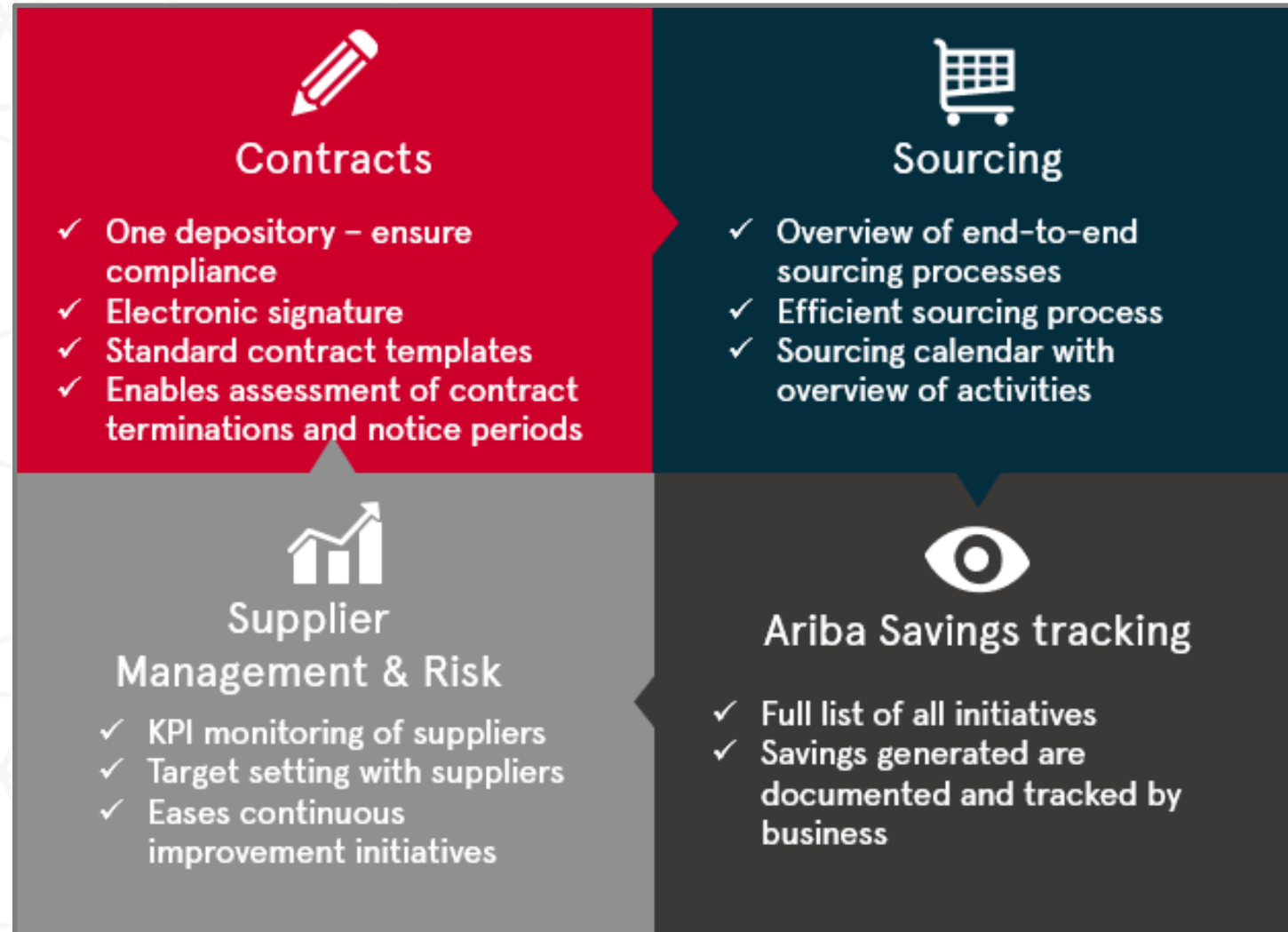
Fleet: 51 Boeing 737-800 NGs.



Continued passenger growth: Norwegian has reported a continued increase in passenger traffic as travel restrictions across Europe have eased. In September 2021 the airline served just under **one million** passengers.

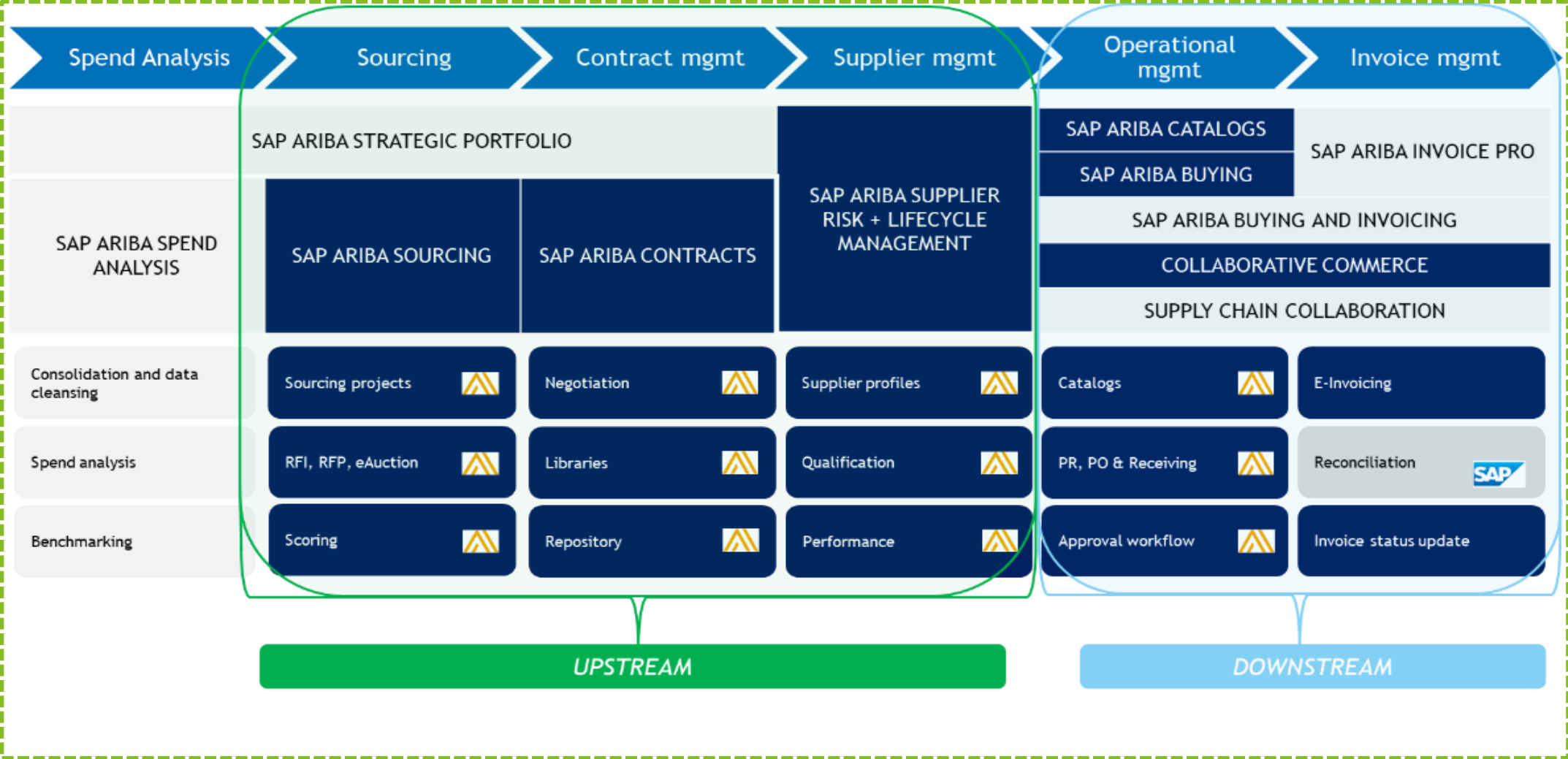
Norwegian Air Shuttle

Why SAP Ariba Strategic Sourcing Suite?



SAP Ariba Overview

SAP Ariba covers the end-to-end procurement process through different available modules



Why Deloitte?

Deloitte's extensive Ariba expertise, combined with our deep S&P functional insights across many industries, make us the high value / low risk choice for our Clients



225+ ARIBA PROJECTS, MORE THAN ANY OTHER INTEGRAOR

850+ PRACTITIONERS: 420+ EXPERIENCED RESOURCES IN 30 COUNTRIES, ANOTHER 400+ TRAINED

PROFICIENCY IMPLEMENTING ALL SOLUTIONS ACROSS THE SAP ARIBA PORTFOLIO

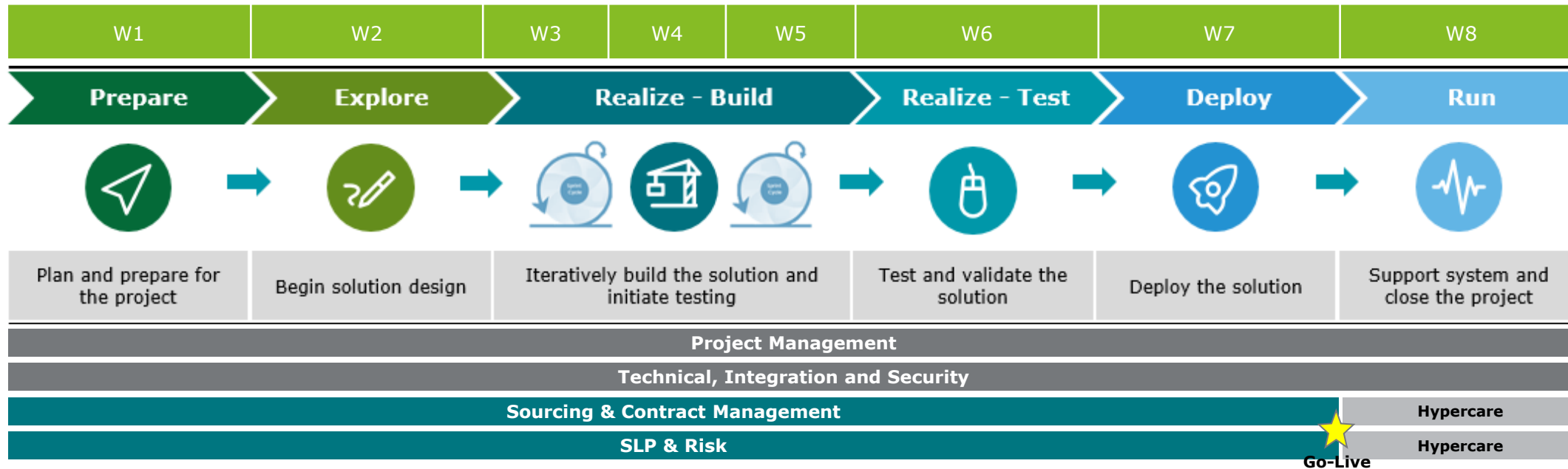
SAP's #1 Global partner for Ariba in 2020

Pinnacle Award 2018: SAP Ariba Partner of the Year – Large Enterprises

Regional Award 2019: SAP Ariba Partner of the Year – APJ

Timeline

8 weeks project duration



Included modules:

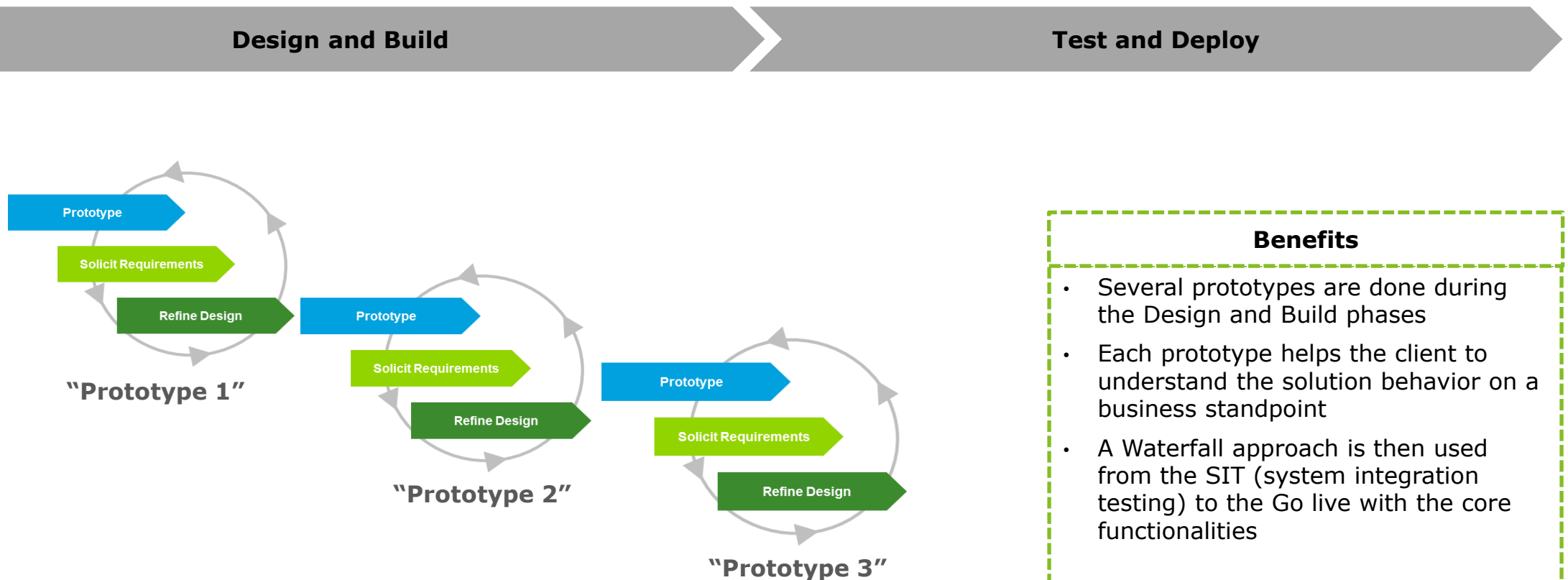
- Sourcing
- Contracts
- SLP Risk

- Timeline is modified to match the phases in our approach
- All workstreams go through all phases and sequence of workstreams is adapted to accommodate resources and dependencies
 - In week two, Sourcing & Contract are in focus the first days and then the focus shifts to SLP & Risk
- Planned one go live for all
- User adoption and data resides in the respective workstream

Our Hybrid-agile methodology

Proven and tailored to project requirements. Strong customer involvement throughout all project phases

- Integration activities are following a classic Waterfall approach to build the interfaces
- Ariba SaaS solution supports one Go live in their module subscription. Thus, it's recommended to deliver a major part of the functionalities at first Go live to get the support from Ariba



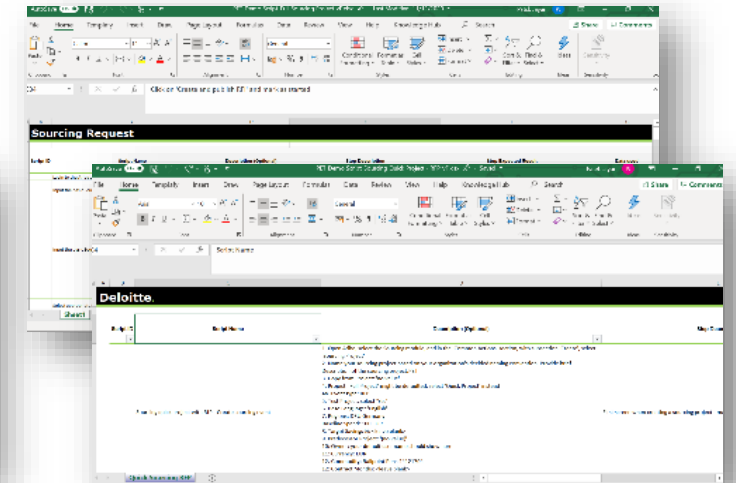
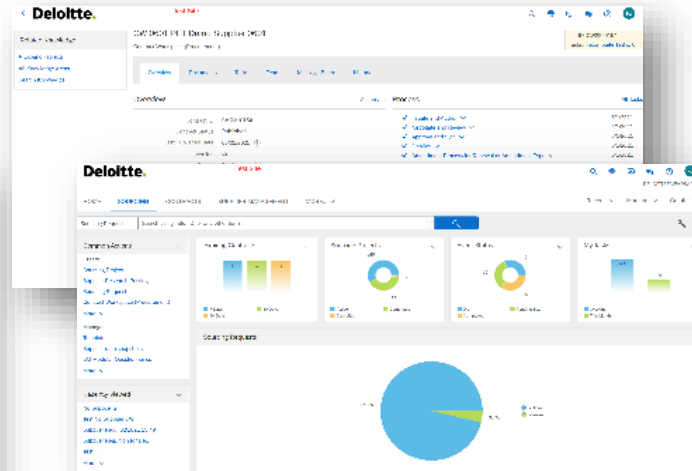
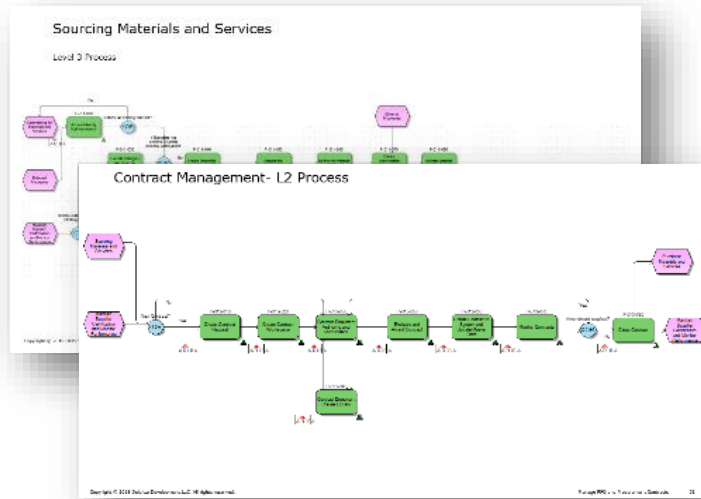
Deloitte Accelerators used throughout the project

Our accelerators have been catered around industry leading processes

Deloitte Industry Leading Practice Process Flows

Deloitte Pre-Configured Ariba Realm

Deloitte Industry Standard Test Cases and Test Scripts



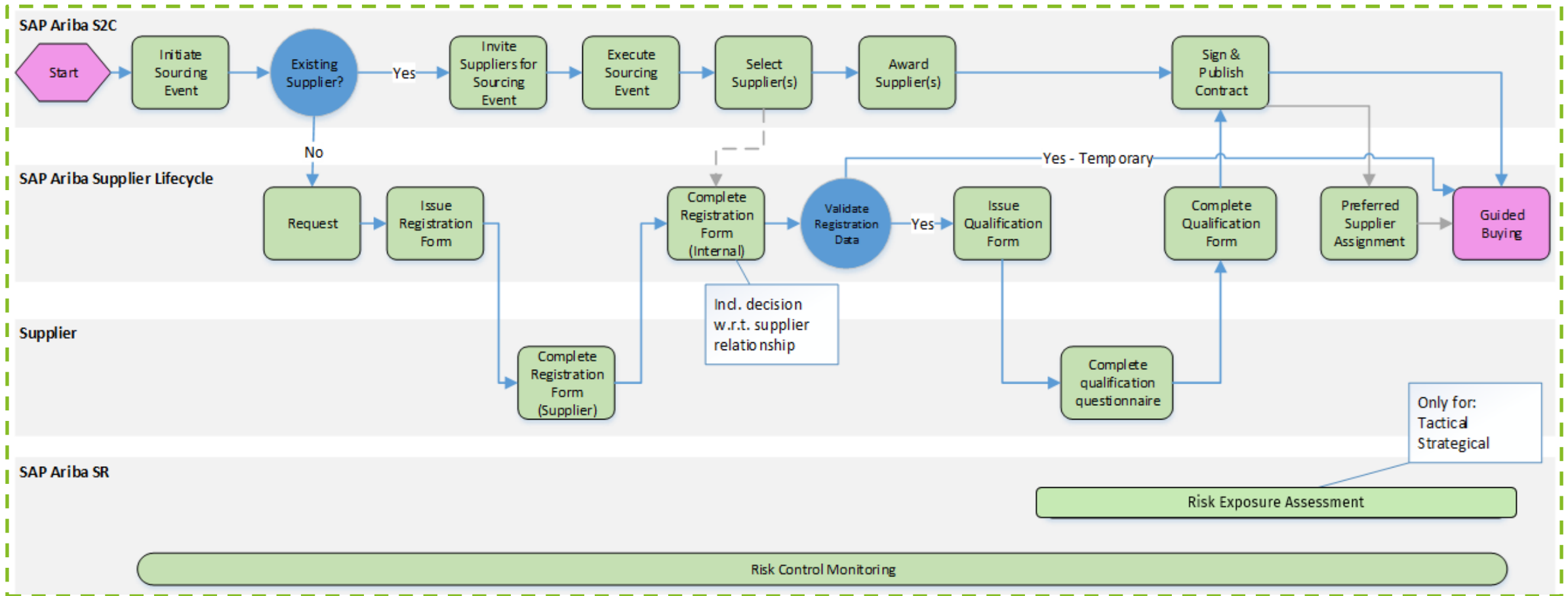
Design

Build

Test

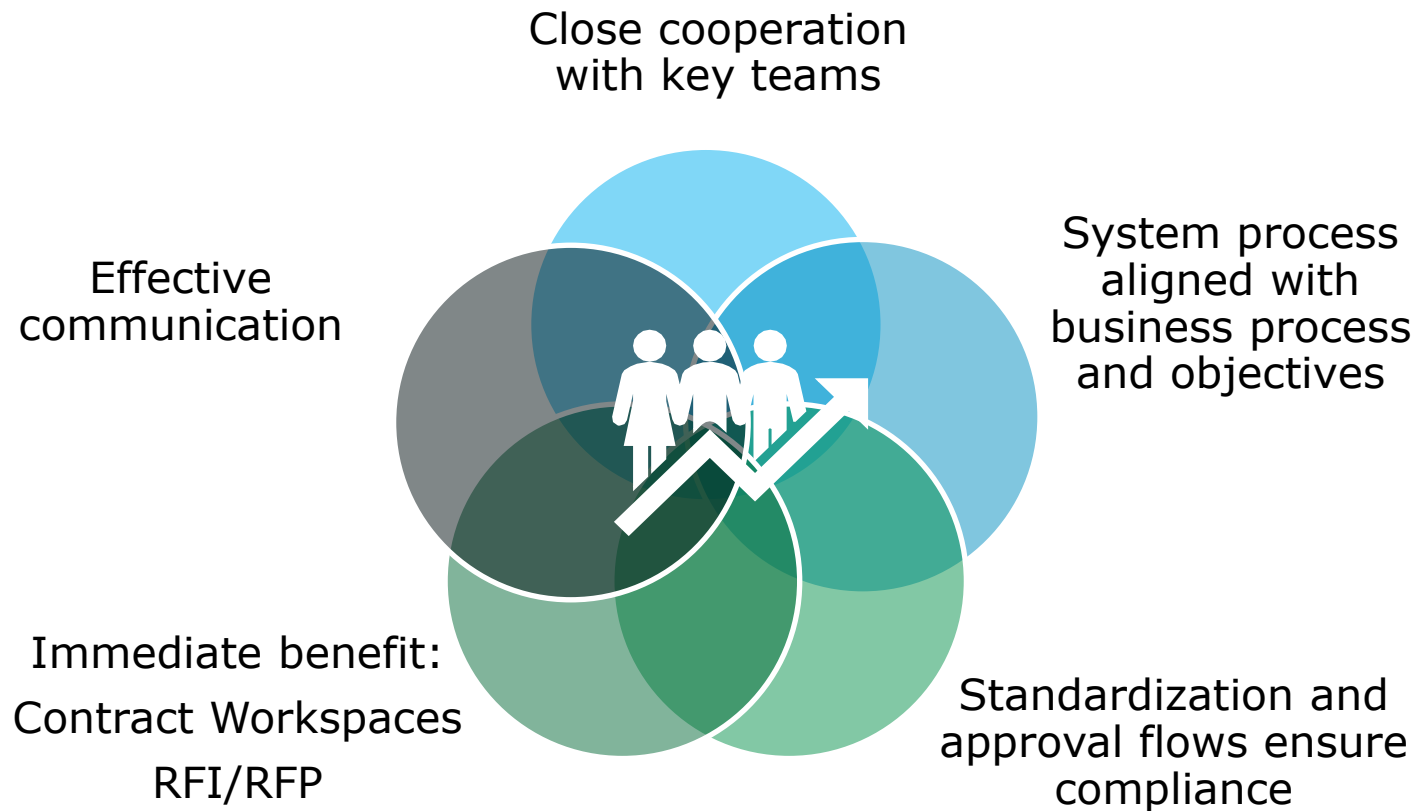
SAP Ariba Upstream Overall Process Flow

The high-level to-be process flow of the upstream process looks as follows



Demo

Project experience and lessons learned



Change management



Fully dedicated IT resources
Old versions for ERP system
– not easy to connect



Implementation – clear picture on what is needed
Next steps: KPI's, improvements

Any questions?



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