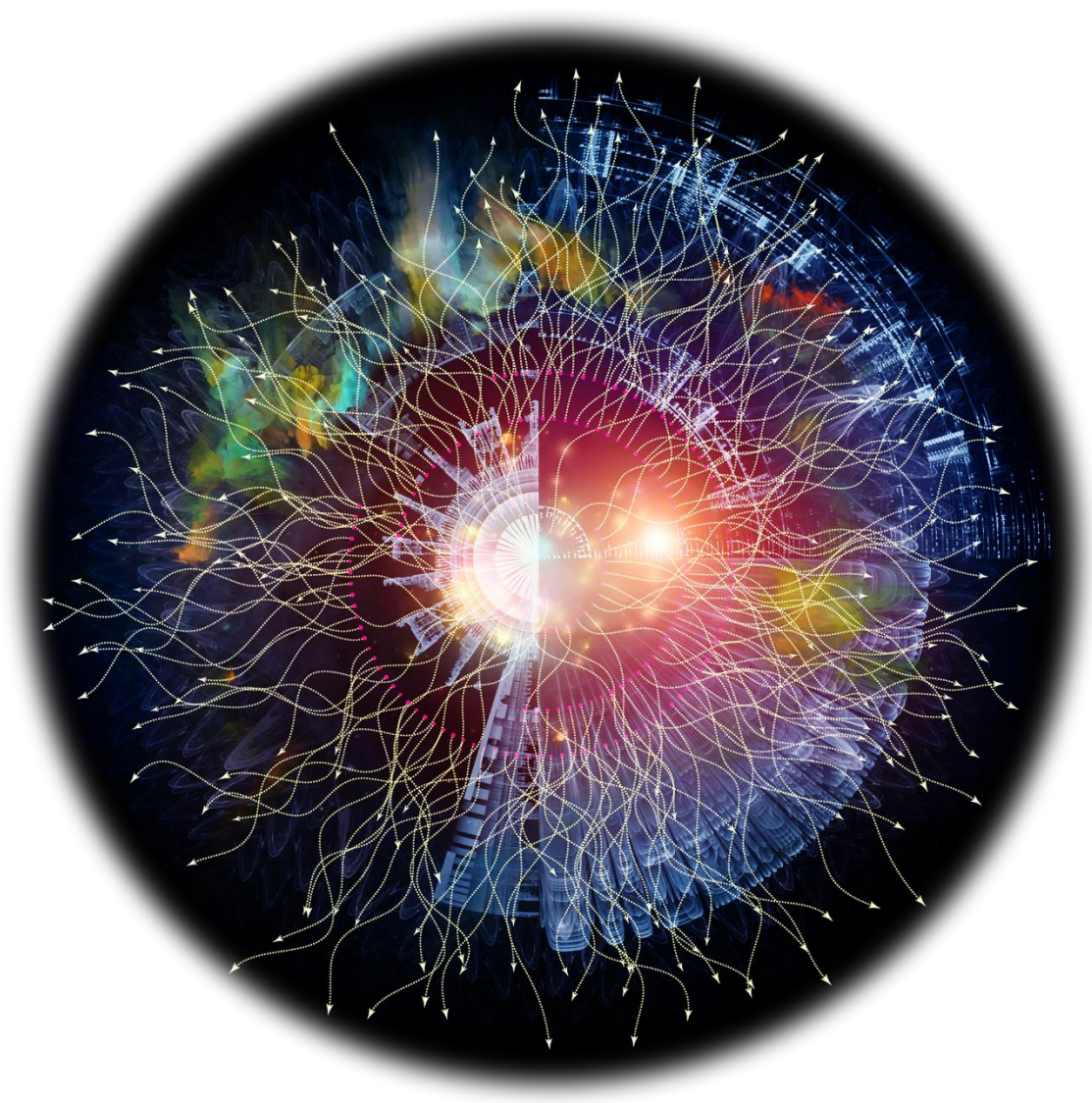




SAP Ariba Marketplace – Design, Planning, Integration, Implementation, Support and Health Checks

G-Cloud 15 Service Definition Document

January 2026

Contents

1	Deloitte Overview	1
2	Service Overview	3
3	Detailed Service Description	4
4	Contact Details	7

1 Deloitte Overview

As a leader in professional services, Deloitte LLP is committed to making an impact to our clients, our people and for society. We have over 27,000 staff based across the UK providing audit, risk advisory, tax, consulting, financial advisory and legal services to public and private clients across multiple industries. We work together to build trust, support inclusive growth, and build capability, enabled by our **breadth and depth of expertise across advisory, delivery, engineering and managed services.**

Our **public sector practice** serves Central Government, Government Agencies, Local & Regional Government, Defence, Security and Justice, Health and Social Care, Transport, Education and Housing. We also provide services to the Northern Ireland Office, Scottish Government, Welsh Government and Crown Dependencies.

Our Cloud Capability

At Deloitte, we help our clients **Imagine, Deliver and Run** the businesses of the future through the power of **Cloud**. We have deep Cloud architecture, engineering, operational, commercial, and business transformation expertise delivered by a team of more than 26,000 Cloud Practitioners globally. We have delivered over 2,000 cloud implementations over the past 5 years and have 60+ cloud centres of excellence supporting the delivery of cloud services to our clients.

In the UK, we have a team of over 100 Cloud managed service specialists plus the following certifications across AWS, Microsoft Azure, Google Cloud and Oracle Cloud Infrastructure (OCI):



We help our clients with all aspects of their journey-to-cloud and optimisation of their cloud and cloud-services investments. Our Cloud practice can support you to optimise your client investments, and to navigate your organisations cloud journey, providing specialist cloud architecture, engineering, and operational skills at all stages, with a large proportion of our team holding the clearances required to meet your specific security requirements.

Our AI Capability

Deloitte stands at the forefront of AI transformation and was recognised as a Leader in the 2025 IDC MarketScape for Artificial Intelligence (AI) services for the fourth consecutive time. Supported by a £3 billion investment in AI, Data, Automation, Cloud, and Cyber, we seamlessly integrate our deep AI expertise with our extensive cloud capabilities. Our UK team is part of 339K AI-fluent practitioners globally, and includes over 1,300 AI specialists and engineers, many of whom hold the necessary security clearances for public sector delivery.

Through the Deloitte AI Institute, our hub for cutting-edge research and innovation, and strategic alliances with leading hyperscalers, we empower public sector clients to optimise costs, streamline processes, and navigate their AI journey. We achieve this by leveraging our ReadyAI™ models, which provide end-to-end support for AI solution implementation, and our Trustworthy AI™ framework, ensuring responsible and ethical deployment.

Our alliances & ecosystems

To bring full value to our clients, Deloitte is a premier consulting partner with all the leading hyper-scale cloud vendors in the market including AWS, Google, Microsoft¹, and SAP. A selection of our partners and alliances are presented below:



What the analysts say

Don't just take our word for it. Deloitte is recognised by the analyst community as being **leaders in cloud transformation services**. This reflects the wealth of experience we have in delivering cloud services across the public sector and wider private sector combined with our out-of-the-box templates, tools and assets.

Gartner

Originating in 2021, Deloitte has been recognised as a Leader in this category for four years in a row. Deloitte was also positioned as a Leader in the **Gartner Magic Quadrant for Public Cloud Infrastructure Professional and Managed Services, Worldwide** in 2021, 2020 and 2019, the previous form of this category.



Gartner

Gartner: Magic Quadrant for Public Cloud IT Transformation Services. © Gartner inc. 2025

IDC

Deloitte has been awarded Leader status in the **IDC MarketScape: Worldwide Industry Cloud Professional Services 2024** Vendor Assessment. We have also been recognised as Leaders in **Hybrid IT Consulting & Integration Services** and **Software Engineering Services**.



Source: IDC, 2024

IDC MarketScape: Worldwide Industry Cloud Professional Services Vendor Assessment © IDC inc. 2024

Cloud Transformation

Transform Faster, Transform Smarter

Deloitte's Cloud Transformation can fast-forward your journey to the Cloud, unlocking innovation, efficiency, and growth.

[Find out more here](#)



¹ As Microsoft's Independent Auditor, Deloitte cannot have a direct or material indirect business relationship with Microsoft, such as having an alliance or being a registered partner. Nonetheless, Deloitte can provide Microsoft-related technology services and invests heavily across its global business building technical skills and capabilities to develop world-class consulting and solution delivery capabilities.

2 Service Overview

Combining solution expertise and procurement excellence, we are able to work collaboratively with our clients to transform their strategic procurement, indirect and direct procurement processes. Rated as SAP Ariba's #1 partner globally, Deloitte are able to provide a comprehensive suite of services delivered by a highly experienced team of local SAP Ariba implementation specialists, covering the full suite of SAP Ariba solutions. The services provided by Deloitte's team include:

- Strategy and Architecture
- Project Management
- Business Process and Solution Design
- Solution Configuration
- Data Migration
- Technical Integration
- Testing
- SAP Business Technology Platform (BTP) Solution Extensions
- Change Management
- Employee Experience
- Training (train-the-trainer)
- Support and Maintenance

Deloitte utilises robust industry standard methodologies for all services, enhanced through Deloitte's own templates and accelerators that enables the team to deliver high quality outcomes, at pace, for Deloitte's customers. Deloitte usually seeks to establish an engaged joint project team, thereby maximising the quality and adoption of the final solution for the business. Once implemented or migrated, Deloitte provides support services for both infrastructure and applications. Deloitte is also a certified SAP UK partner and Value-Added Reseller.

Benefits and Features of Deloitte's Services

Deloitte's SAP Ariba services are designed to help customers gain maximum benefits from the SAP Ariba solutions. The key features of Deloitte's services are as follows:

- Digital procurement strategy and roadmap planning
- Full project lifecycle services as outlined above
- Templated SAP SRM migration to SAP Ariba
- SAP Ariba deployments on S/4 Public Cloud (Cloud ERP)
- Value Optimisation Assessments & Health Checks
- Tailored Supplier Enablement strategy and execution
- Focus on delivering business improvement, adopt not adapt and innovation
- Benefits and outcomes-based approach
- Deloitte developed Agentic AI solutions to support implementation efficiency and solution automation

3 Detailed Service Description

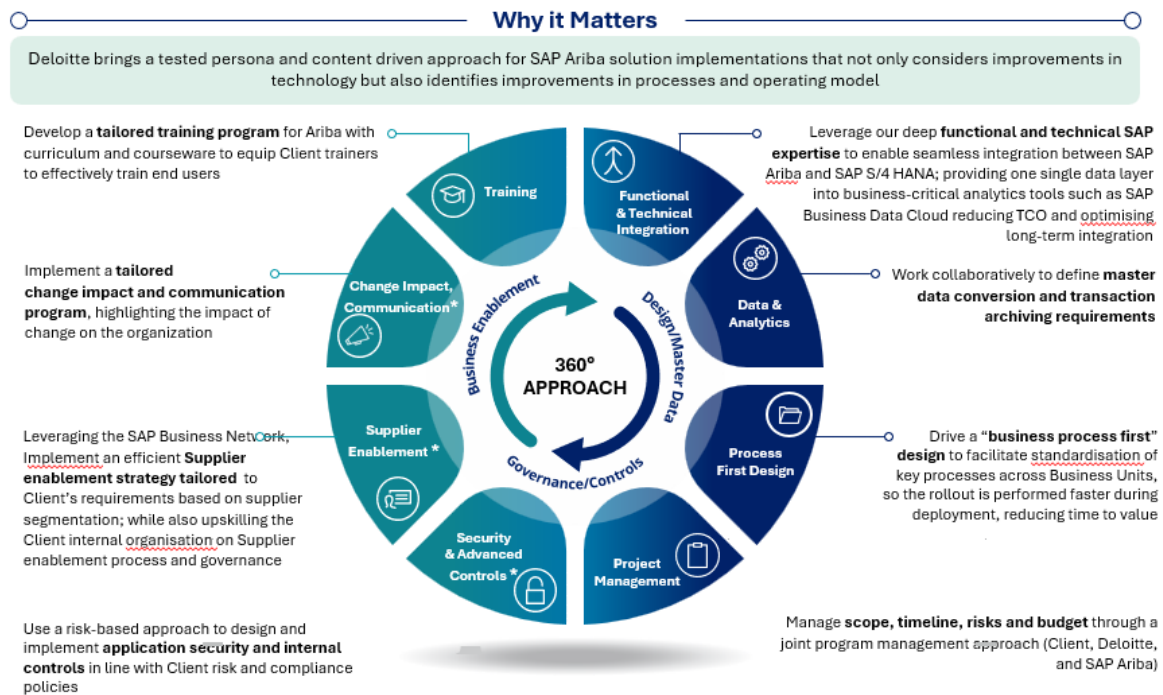
Deloitte's multi award-winning SAP Ariba team bring proven delivery quality with value-based outcomes as part of their global SAP S/4 HANA enabled transformation programs. Having successfully delivered over 400 SAP Ariba implementations globally, and with over 600+ trained SAP Ariba practitioners, Deloitte have an unrivalled library of best practice templates and cutting-edge accelerators to streamline their SAP projects. This is reflected in the SAP Pinnacle and SAP Partner Excellence Awards that Deloitte continue to win each year for their work in this space.



Deloitte services cover the full suite of SAP Ariba solutions:

- SAP Ariba Sourcing
- SAP Ariba Contracts
- iCertis CLM
- SAP Ariba Supplier Lifecycle and Performance Management
- SAP Ariba Supplier Risk
- SAP Ariba Category Management
- SAP Ariba Spend Control Tower
- SAP Ariba Guided Buying
- SAP Ariba Buying and Invoice
- SAP Ariba Cloud Integration Gateway
- SAP Ariba NextGen
- SAP Ariba Buying Base Edition
- S/4 Public Cloud (Cloud ERP) Procurement Expansion Package
- SAP Ariba Central Invoice Management
- SAP Business Network

Deloitte's 360° SAP Ariba approach, refined through over 400 successful SAP Ariba implementations globally, combines business value and integration robustness to deliver effective SAP-enabled procurement transformation across your organisation.



Key features of Deloitte’s 360° SAP Ariba approach are as follows:

- **Full lifecycle services delivered on a “one-stop-shop” basis** – Deloitte can help customers evaluate solution fit and suitability as part of defining the organisation’s digital procurement strategy and architecture. Deloitte can help develop the business case to gain approval and then setup the project for success. Deloitte provides the project implementation services from design, build and test through to go-live and ongoing support and maintenance
- **Best practices-based implementation approach** – successful adoption of SAP Ariba is predicted by adherence to the best practices inherent in the solution design. Deloitte is well-versed with these having successfully implemented over 400 SAP Ariba implementations globally, more than any other SAP partner organisation.
- **Collaborative customer engagement model** – Deloitte’s philosophy is to be an enabler to helping the customer transformation through technology adoption. Deloitte seeks to work in a joined-up manner, helping the customer build internal competence leading to high levels of adoption and satisfaction
- **Focus on delivering business improvement and innovation** – Deloitte’s team has market-leading experience and is focussed on delivering new and innovative solutions, as evidenced by the number of awards Deloitte has won over the last 5 years
- **Benefits and outcomes-based approach** – Deloitte seeks to ensure the business case is well defined and the drivers for benefits are understood. In this way, the solution design remains focussed on achieving the anticipated outcomes, removing blockers that may arise. Deloitte has a Benefits Realisation methodology to support these engagements from identification through to enablement and finally, achievement
- **Agile user experience design approach** – Deloitte has extensive experience in utilising Agile methodologies for designing and building solutions and has a strong focus on delivering a delightful user experience. Deloitte’s visual design team works with the solution teams to focus on usability
- **End-to-end solution integration** – SAP Ariba solutions seldom operate in isolation, thus necessitating end end-to-end process and solution design. Deloitte’s team are masters at designing and implementing sleek integration solutions that orchestrate processes across the technology stack

- **AI Adopters** – Deloitte recognises that time to value is critical for any organisation, and time is precious for their business users. Our Agentic AI tooling and award-winning SAP Ariba integrated AI microservices can help expedite SAP Ariba delivery with less reliance on business stakeholders, while also forming part of an organisations to-be solution landscape to drive automation and efficiency of Source-to-Pay processes
- **Local implementation and support team** – Deloitte is differentiated as a UK-based, owner managed, cloud services provider with one of the largest SAP teams in the market focussed on delivering its services with a high degree of client engagement and collaboration thus meeting quality and enablement commitments

SAP Ariba Solution Optimisation Assessments & Health Checks



WHO can benefit

- Limited value realised when viewed against original business case
- Under-utilising license subscriptions** with partially deployed solutions
- Wanting to take the **next step on procurement transformation** journey
- Opportunity to **increase adoption** across solution landscape
- Low automation, technical or process issues causing bottlenecks and manual workarounds**
- Live for +1 year**

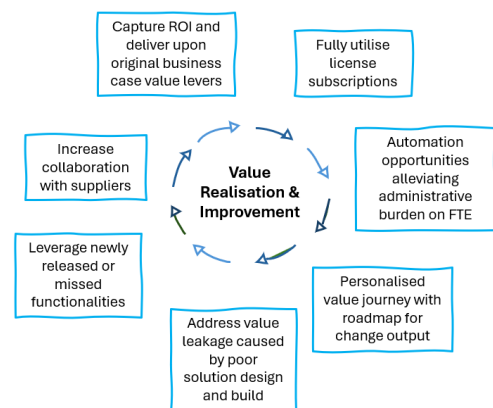


WHAT would we do

Provide a tailored assessment of **SAP Ariba** solutions comparing against leading practices, industry benchmarking and best in class KPIs to **identify Value Realisation and Improvement opportunities**.



WHY would you benefit



6 to 8 Weeks

Credentials

Customer references endorsing Deloitte's SAP Ariba implementations can always be provided upon request, but here's a recent success story that saw Deloitte transform one of their customer's procurement operations through a two-phase implementation of SAP Ariba solutions across their Source-to-Contract and Procure-to-Pay processes:

<https://www.deloitte.com/uk/en/alliances/sap/case-studies/future-proofing-news-uk-processes-systems-sap-ariba.html>

4 Contact Details

Please send your requirement to publicsectorbidteam@deloitte.co.uk. Alternatively, if you wish to discuss your requirements in more detail, please send us the following information and we will be happy to contact you:

- Your organisation name
- The name of this service
- Your name and contact details
- A brief description of your business situation
- Your preferred timescales for starting the work.



This publication has been written in general terms and we recommend that you obtain professional advice before acting or refraining from action on any of the contents of this publication. Deloitte LLP accepts no liability for any loss occasioned to any person acting or refraining from action as a result of any material in this publication.

Deloitte LLP is a limited liability partnership registered in England and Wales with registered number OC303675 and its registered office at 1 New Street Square, London, EC4A 3HQ, United Kingdom.

Deloitte LLP is the United Kingdom affiliate of Deloitte NSE LLP, a member firm of Deloitte Touche Tohmatsu Limited, a UK private company limited by guarantee ("DTTL"). DTTL and each of its member firms are legally separate and independent entities. DTTL and Deloitte NSE LLP do not provide services to clients. Please see www.deloitte.com/about to learn more about our global network of member firms.

© 2026 Deloitte LLP. All rights reserved.

