

QUARTERLY DIGEST

WELCOME FROM THE CJV PARTNERS TEAM

Welcome to the inaugural edition of the CJV Partners Newsletter! Whether you are a long-standing client or new to our community, we are delighted to keep you informed, empowered, and connected with industry-leading insights and exciting updates from our team. Thank you for being a valued part of CJV Partners.

WHY THIS NEWSLETTER?

In today's rapidly evolving digital landscape, staying ahead means staying informed. The supply chain and procurement sectors are experiencing unprecedented transformation, driven by AI innovations. This newsletter exists to highlight SAP's latest innovations, particularly in areas like AI, to help businesses improve efficiency, drive growth, and address modern challenges and how CJV Partners play a vital role to help customers with adoption and utilisation of the new technology trends.

AUSTRALIA'S PATH TO LOGISTICS EXCELLENCE

Australia's warehouse management landscape is experiencing transformation, driven by need for technological innovation and mounting pressure to deliver exceptional customer experiences. With the **SAP WM deprecation deadline approaching in 2027**, Australian businesses are racing to modernise their operations. This a massive opportunity for organisations ready to embrace next generation warehouse management solutions.

KEY MARKET DRIVERS:

- Organisation AI use Policy and data governance.
- Growing expectations for same-day and next-day delivery.
- Demand for advanced systems offering real-time updates in procurement.
- Better workflow regulation capabilities
- Increasing Internet of Things (IoT) integration for reduced costs resource.
- Cloud Adoption: Australia contributing significantly to this growth through implementations in the cloud.

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CJV PARTNERS

CJV PARTNERS INNOVATING & CONNECT

INDUSTRY INSIGHTS & TRENDS

FROM VOLATILITY TO VELOCITY – HOW PROCUREMENT LEADERS ARE TURNING DISRUPTION INTO STRATEGIC ADVANTAGE

In an environment where geopolitical tensions, supply chain fragmentation, and economic uncertainty have become the norm rather than the exception, procurement can no longer afford to be reactive. At SAP Spend Connect during SAP Connect 2025, a clear message emerged: the procurement function is undergoing a fundamental transformation from cost-control gatekeeper to strategic value orchestrator.

THE AI-POWERED PROCUREMENT REVOLUTION

Artificial intelligence has moved from experimental pilot to production-ready capability across the procurement lifecycle. The integration of Joule Agents into SAP Ariba solutions represents a paradigm shift in how procurement teams operate. These intelligent agents don't simply assist with tasks, they autonomously execute end-to-end workflows, from RFP creation to bid analysis, reducing what once took procurement teams three to four weeks down to minutes.

SUPPLIER COLLABORATION AT SCALE

SAP Business Network continues to evolve from a transactional platform into a strategic ecosystem for supplier discovery and collaboration. With nearly \$6 trillion in commerce, connections to over 6.7 million companies across 190 countries, flowing through the network annually, the scale of opportunity is unprecedented.

The introduction of the "promote" subscription for suppliers represents a democratisation of network access, enabling smaller, specialised suppliers to enhance their visibility and compete for business opportunities. For procurement leaders, this translates into expanded supplier diversity, improved competitive dynamics, and reduced concentration risk all critical factors in building resilient supply chains.

The business Network



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SAP IN THE NEWS

2025 PRODUCT INNOVATIONS REDEFINE ENTERPRISE INTELLIGENCE

October 2025 marks a watershed moment in SAP's product evolution, with a series of announcements that fundamentally reshape how enterprises leverage technology to drive business outcomes. At the inaugural SAP Connect event, SAP unveiled a comprehensive vision for unifying artificial intelligence, data, and applications within a single, cohesive business suite directly addressing one of the most persistent challenges facing modern enterprises: fragmented technology stacks.

NEXT-GENERATION SAP Ariba TRANSFORMS SOURCE-TO-PAY

SAP announced the most significant overhaul of its SAP Ariba solutions in years, with the next-generation source-to-pay suite scheduled for general availability in February 2026. Built on SAP Business Technology Platform (SAP BTP), the rebuilt solution introduces a new user experience centred on a unified SAP Ariba launchpad with SAP Fiori-based interfaces.

The transformation goes well beyond aesthetics. Generative AI capabilities are now embedded directly into procurement workflows, with Joule Agents handling contract analysis, sourcing event creation, intelligent bid analysis, and automated supplier summaries. The new Joule Agent for bid analysis, planned for Q1 2026 release, automatically compares supplier bid data including total cost, shipping, payment terms, and lead times to provide procurement teams with actionable recommendations for award decisions.

Contract management receives particular attention with deeper integration with Icertis Contract Intelligence, complemented by native contract authoring capabilities, AI-assisted contract creation, and comprehensive obligation management. The new advanced centralised intake management feature serves as a single entry point for all spend requests, be it simple goods procurement or strategic sourcing events.

The world's most modern source-to-pay solution

AI-native

automate

cost savings

compliance

build supply chain resilience

future of procurement

intelligent, integrated, and scalable



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The Measurable Impacts

Order fulfillment
accuracy

Space Optimisation

Higher inventory
accuracy



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FROM BASIC TO BRILLIANT

CUSTOMER SUCCESS STORY

HOW CJV'S STRATEGIC SAP EWM REIMPLEMENTATION TRANSFORMED WAREHOUSE OPERATIONS FOR OUR CUSTOMER

The difference between a warehouse that merely functions and one that drives competitive advantage often comes down to a single decision: investing in the right system foundation. We recently completed a significant warehouse transformation that illustrates this principle perfectly. Their journey from managing warehouses with basic configurations to implementing a purpose-built SAP Extended Warehouse Management (EWM) solution provides valuable lessons for any organisation looking to optimise their operations.

THE REALITY OF WAREHOUSE MISALIGNMENT

When warehousing systems are not properly aligned with business needs, the consequences ripple across the entire organisation. We were navigating a complex web of operational challenges that many warehousing teams, Integration Errors created disconnects between critical systems, disrupting the flow of information. Siloed Functions meant that different teams picking, packing, receiving, and shipping operated in isolation rather than as an integrated operation. Data Inconsistency undermined decision-making and created recurring inventory accuracy problems.

THE STRATEGIC PIVOT

Rather than continuing to adapt their business to system limitations, our partner made a strategic decision: reimplementing SAP EWM with a clear focus on optimisation and operational excellence. This wasn't a simple system reimplementation. It was a comprehensive transformation that reimagined how the warehouse could operate.

Eliminating Silos Through Integration: The first major milestone addressed the fragmentation plaguing warehouse operations. By establishing seamless system integrations, all business processes became connected. Real-time data synchronisation replaced information delays.

Building Data as a Competitive Asset: \$500 Million inventory needs huge data accuracy for managing it efficiently. Data inconsistency had created ongoing accuracy problems. The reimplementation included systematic data corrections and optimisation protocols. More importantly, standardised processes were embedded into the system, making data accuracy the default rather than something requiring constant correction.

Optimising Space and Resources: One of the most visible transformations involved how the warehouse utilised its physical space and resources. Advanced storage type configurations were implemented to match the organisation's specific operational needs. Equipment utilisation improved through smarter workflows. The warehouse layout was optimised based on operational patterns.

Standardising for Consistency: Perhaps the most sustainable improvement came from comprehensive process standardisation. The organisation documented end-to-end business and system process flows, creating clear visibility into how operations should function.

WHAT'S NEWS AT CJV PARTNERS

WELCOMING RAMKI CHIDAMBARAM AS BUSINESS DEVELOPMENT AND SALES DIRECTOR

We are thrilled to announce that Ramki Chidambaram joined CJV Partners as Business Development and Sales Director in August 2025. This strategic appointment marks a significant milestone in our company's growth trajectory and reinforces our commitment to strengthening client relationships while expanding our market presence.

STRATEGIC EXPERIENCE BUILT FOR VALUE CREATION

Ramki brings a distinctive blend of electrical engineering expertise and extensive business management experience within the technology sector. His unique background positions him perfectly to understand both the technical complexities and business imperatives that drive successful enterprise transformations.

Prior to joining CJV Partners, Ramki served as Director at industry leaders Hewlett Packard and Fujifilm Business Innovation, where he specialized in delivering measurable business outcomes for Enterprise, SME, and Retail clients across Australia, Singapore, and the broader APAC region. His cross-industry experience spans multiple vertical markets, providing deep insights into the unique challenges and opportunities different sectors face in their digital transformation journeys.

PROCESS EFFICIENCY AND CUSTOMER VALUE FOCUS

Ramki's proven methodology centers on eliminating operational waste and streamlining business processes to deliver tangible customer value. His approach aligns perfectly with process improvement frameworks that focus on maximising output while minimising resource consumption, a critical capability for organisations seeking to optimise their SAP solutions for enhanced productivity and cost-effectiveness.

Meet Ramki



FUN FACTS ABOUT RAMKI

LOVES TRAVELLING : ENJOY EXPLORING NEW COUNTRIES, DISCOVERING POINTS OF INTEREST, CULTURES , FOOD.

LOVES TENNIS: ROGER FEDERER IS MY FAVOURITE SPORTSPERSON.

MEETING PEOPLE: HAD THE OPPORTUNITY TO MEET IN PERSON, EX. PRIME MINISTER JOHN HOWARD , BILL GATES , TIM COOK , ROGER FEDERER , NADAL , AR RAHMAN, ABDUL KALAM EX-PRESIDENT OF INDIA , INDIA PM MODI TO NAME A FEW.



CJV TEAM NEWS

TEAM CJV

Conference: The CJV Team will be in Sydney, Melbourne and Brisbane until the end of the year. Do reach out to Ramki Chidambaram should you want to meet in person.

Shutdown Planning 2025: As we head to the end of the year 2025, we are reaching out to customers to identify shut down dates and support needed for this period.

UPCOMING EVENTS & WEBINARS:

- SAP Transformation Excellence Tour (November 04)
- Mastering SAP TechEd on Tour event in Sydney (November 12–14)
- SAUG Melbourne Conference (November 18).
- SAP Inside Track in Melbourne (November 26).

WE LOVE YOUR FEEDBACK

Your insights drive our continuous improvement. We would love to hear your thoughts on this newsletter and how we can better serve your business needs. Your feedback helps us deliver more relevant content and valuable insights in future editions.

Share your [feedback](#) and suggestions with us - every voice matters in our community.

Conferences

SAP TRANSFORMATION EXCELLENCE



SAP TECHED SYDNEY



SAUG MELBOURNE



MERRY CHRISTMAS
&
HAPPY NEW YEAR

FROM
CJV PARTNERS



CJV PARTNERS - TRANSFORMING BUSINESS THROUGH INNOVATION

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