Extend The Value of SAP Procurement Implementation …
with Ariba Network & Network Apps

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May, 2013 @ SAPPHIRE-ASUG 2013
Session Abstract & Agenda

Abstract

With the recent acquisition of Ariba, SAP is helping its customers extend the value of the procurement implementations (ERP Materials management as well as SAP SRM), through the Ariba Network and network applications on the cloud. Learn how to maximize your investments in SAP with the SAP standard offerings for supplier connectivity, catalog and content management, invoice management, discount and working capital management, and many more.

Agenda

- Collaborative Commerce
  - Catalogs
  - Supplier Enablement, Network & Connectivity
- Collaborative Finance
  - Invoice Management, Discount Management, Payment
Procurement Business Process – Where is the problem?
Cost of Poor Inter-Enterprise Collaboration - $650B/year

Buyers

- Spend Analytics
- Sourcing
- Contract Management
- Operational Procurement
- Invoice Management

Supplier Management

- Higher Operating and Supply Chain Costs
- Missed Sales Opportunities
  Point to Point EDI, Portals & Single Process Solutions
- Wasted Time and Resources
- Limited Visibility and Elevated Risk
- Delayed Payments, Overpayments, and Missed Discounts, Slow Cash Flow

Suppliers
Catalogs & Content Management
Procurement
Invoice Management
Beyond Invoice Management
Supplier Enablement & Connectivity
Spend, Sourcing & Contracts
SAP customers are uniquely positioned to take advantage of the power of the Ariba Network today...

### Buyer Value

- **1-8% Spend Savings**
  - Cash & Discount Mgmt
  - Compliance
  - AP Process
  - Procurement Process
  - Sourcing

### Seller Value

- **5-32% Revenue Increase**
  - Increased Revenue
  - Sales & Marketing
  - Processing Orders
  - AR Process
  - Faster Payment

### Total Savings

- **15-75% Process Savings**
- **15-75% Time Savings**

Source: Ariba customer surveys and interviews
Deployment Options for Procure to Pay
With Customer Examples

A
- **Name:** Ariba P2P
  - **Catalogue**
  - **Procurement Tool**
  - **Invoice Mgmt Tool**
  - **Supplier Network**
  - **Requesters**
  - **Accounts Payable**
  - **Your ERP(s)**

B
- **Name:** Ariba P2O
  - **Catalogue**
  - **Procurement Tool**
  - **Invoice Mgmt Tool**
  - **Supplier Network**
  - **Requesters**
  - **Accounts Payable**
  - **Your ERP(s)**

C
- **Name:** Ariba APC + PO to INV Automation
  - **Catalogue**
  - **Procurement Tool**
  - **Invoice Mgmt Tool**
  - **Suppliers Network**
  - **Requesters**
  - **Accounts Payable**
  - **Your ERP(s)**

D
- **Name:** Ariba Invoice Pro
  - **Catalogue**
  - **Invoice Mgmt Tool**
  - **Suppliers Network**
  - **Requesters**
  - **Accounts Payable**
  - **Your ERP(s)**

E
- **Name:** Ariba PO to INV Automation
  - **Catalogue**
  - **Procurement Tool**
  - **Invoice Mgmt Tool**
  - **Suppliers Network**
  - **Requesters**
  - **Accounts Payable**
  - **Your ERP(s)**
A Powerful Combination

- **200,000+** Customers
- **€16.2B** 2012 total SAP revenue
- **5M+** Users
- **~1M** Companies in 140 countries
- **63%** Of the world’s transaction revenues touch an SAP system
- **34** Languages
- **$500+M** 2012 revenue (est)
- **$400B+** Commerce conducted annually
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