

# Intelligent Spend Management

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# SAP - Introduction

**437,000+**

Customers in more than 180 countries

**47 years**

Of history and innovation

**98.600+**

Employees in 140+ countries

**100+**

Innovation and development centers

**#16**

of Brandz Top 100 most valuable global brands 2019



**25**

Industries

**180+**

Countries

**€24.74bn**

Total Revenue (non-IFRS) in FY2018

**18.000+**

SAP partner companies globally

**92%**

Of Forbes Global 2000 are SAP customers

**#3**

of B2B Brandz Top 100 most valuable global brands 2019

**195 million**

Subscribers in our cloud user base

**3.8**  
Million  
Companies



**1**  
Minute  
Every minute a company  
joins the network



**3.0**  
Trillion  
in annual commerce



**250**  
Million  
Documents annually  
processed  
(PO + invoices)



**14**  
Million  
Users



**15**  
Billion  
Payment processed  
annually



**195**  
Million  
Catalog items



**34**  
Million  
Leads sent annually  
to sellers



**3**  
Billion  
New businesses from  
Ariba Discovery



# Our Local Presence



**Presence**  
In Saudi Arabia Since 2008  
3 Offices: Riyadh, Jeddah and Al- Khobar



## Top Employer KSA



**SAP KSA Wins Software Vendor of the Year 2019 by Arabian Business**



## Banker Middle East Awards

**SAP Saudi Arabia named "Best Technology Provider – Middle East"**



# Sample of SAP Ariba Customers in the Kingdom of Saudi Arabia



مؤسسة النقد العربي السعودي  
Saudi Arabian Monetary Authority



الهيئة الملكية لمحافظة العلا  
Royal Commission for AlUla



سابك  
SABIC

ياسرف  
Yasref



ارامكو السعودية  
Saudi Aramco



المراعي  
Almarai



JOHNS HOPKINS  
UNIVERSITY & MEDICINE

لهبريف  
luberef



التصنيع  
TASNEE



# Developing Local Youth

“in-country value” of SAR 221 Million in the Kingdom of Saudi Arabia



## Training instantiation

**SAP's Young Professional Program**

500 Graduates  
99% career placement



## SAP's Next-Gen

**SAP's Next-Gen Chapter**  
Prince Sultan University  
#sheinnovates

**SAP Next-Gen Labs and hubs**  
King Abdulaziz University  
Prince Sultan University



## SAP's Dual Study Program

416 Students  
6 Partnering Universities



# Kingdom of Saudi Arabia

## SAP's Commitment to Vision 2030 and Digital Transformation in KSA

(MOU) with the Ministry for Communication & Information Technology (MCIT) May 2017



"The time is now for cloud, with every Saudi industry vertical investing in the cloud. Our SAP Public Cloud Data Center is the 'rocket fuel' that will enable business competitiveness, Saudi Vision 2030's nationwide digital transformation, and the growth of Smart Cities led by NEOM"

*Commented by Khaled Alsaleh  
Managing Director, SAP Saudi Arabia*



## Investments in the Kingdom of Saudi Arabia



**Local Saudi Cloud Data Center**



**Localization of solutions**



**4-year SAR 285 million investment plan**

# SAP Ariba – World's Largest B2B Network

**4.1**  
Million  
Companies



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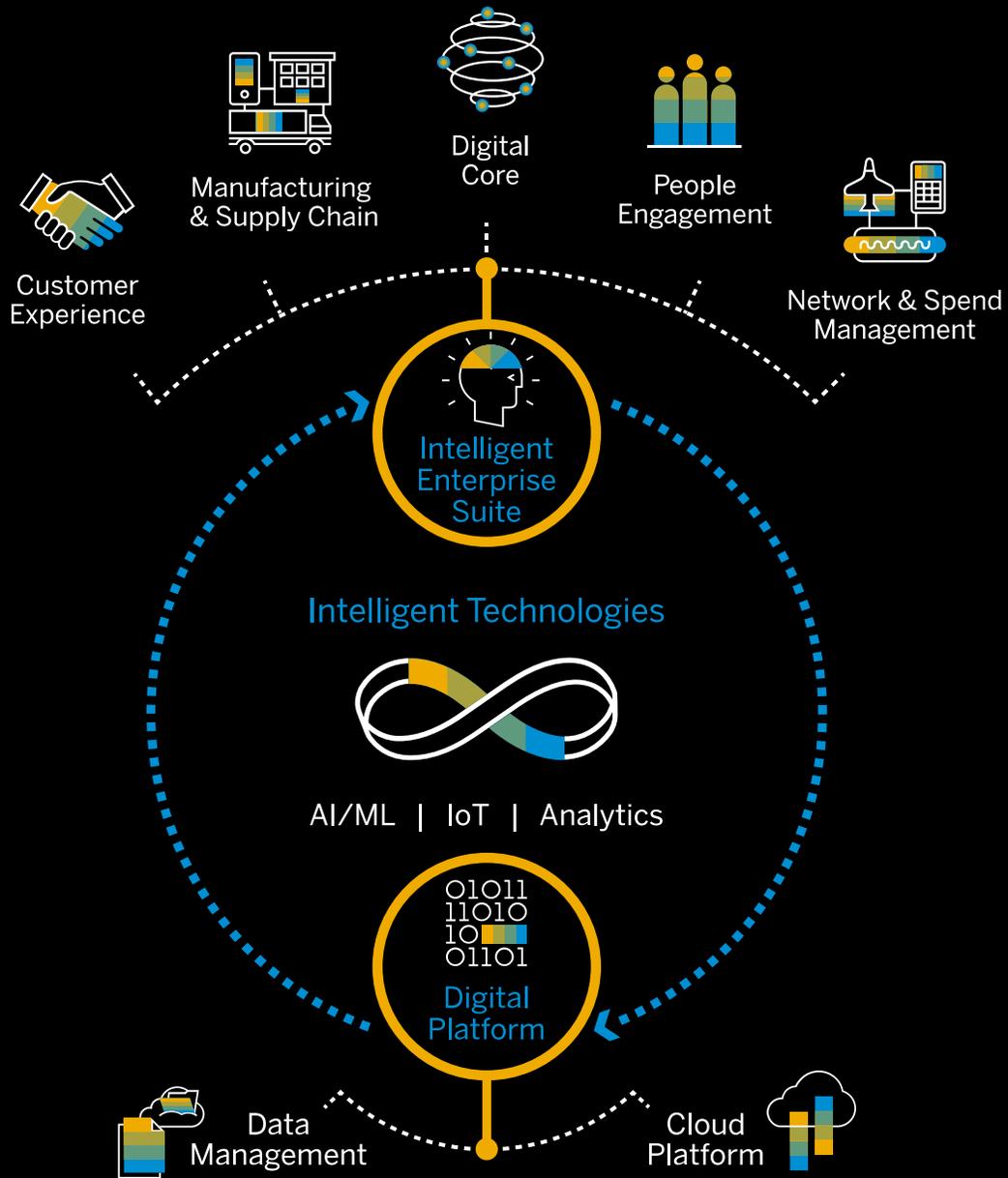


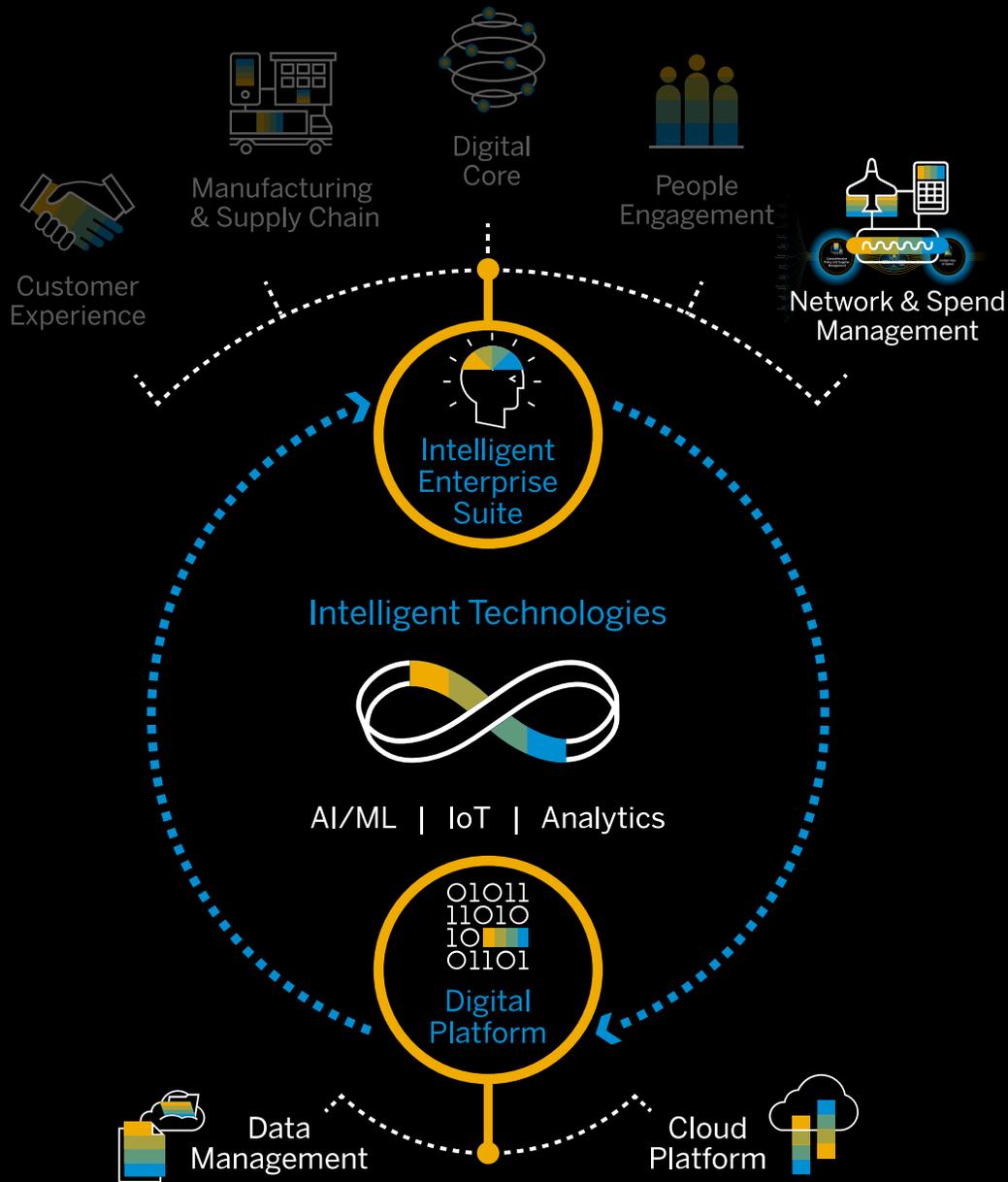
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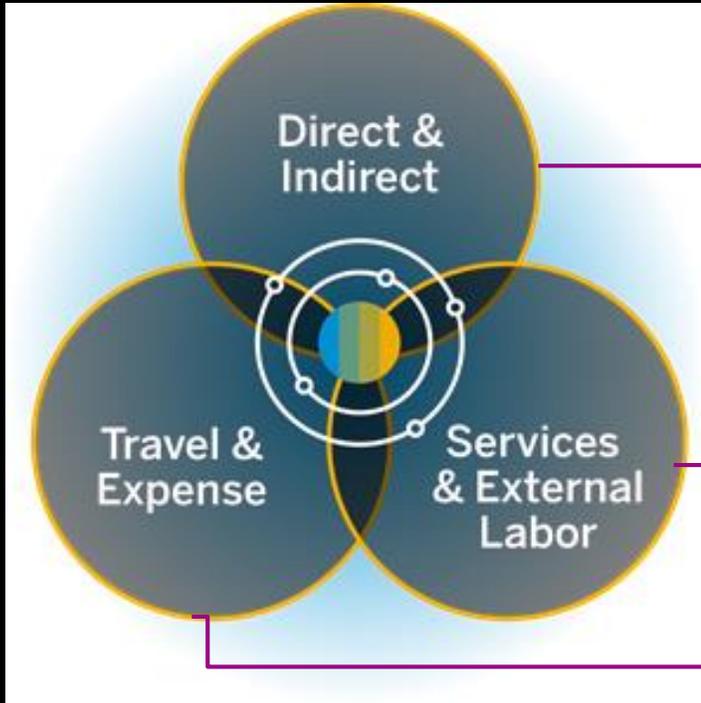






## Delivering intelligent spend management to the intelligent enterprise

# Leading solution for each of the three primary categories of supplier spending



## SAP Ariba

Category *breadth*, offering a single integrated platform for end-to-end Source-to-Pay with Intelligent Supplier Collaboration

## SAP Fieldglass

Category depth, offering deep and robust functionality in Contingent Workforce Management and active management of services categories

## SAP Concur

Transform Travel & Expense spend with automation, efficiency and visibility