



SAP Ariba 

# Intelligent Spend Management - managing spend across all categories with SAP solutions and intelligent technologies

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PUBLIC

THE BEST RUN 

# 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

# Moving beyond traditional measures: transitioning to the intelligent spend management agenda



## Traditional spend management measures

- Efficiency and productivity
- Visibility
- Compliance
- Savings



## Intelligent Spend Management agenda

- Deliver transparency to manage risk and reputation
- Improve speed and quality of decisions
- Create connections with suppliers and partners
- Deliver insights from multiple data sources
- Develop new business models



## Driving more intelligence into the process is critical but **technology barriers** can hold you back

Complex and clunky **user experiences** push users away and drive down adoption

Disparate **data** is spread across the organization and supply chain

Disjointed **systems** constrain collaboration with critical partners and suppliers outside your company

Disconnected **teams** and processes can't collaborate and share information

# The spend management mandate is expanding

Finance, procurement, supply chain, and IT work together to tackle broader business challenges



## Finance

- Directing all spending to top (and changing) priorities
- Keeping up with regulatory and tax requirements
- Managing spending as it becomes more decentralized



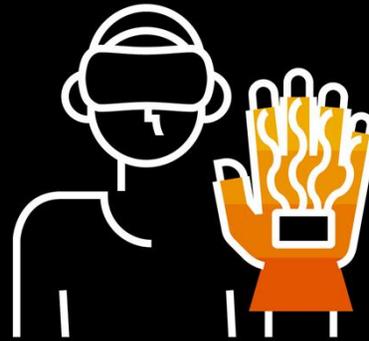
## Procurement

- Managing and reducing supplier risks
- Controlling multiple, diverse spend types
- Improving speed and quality of decisions



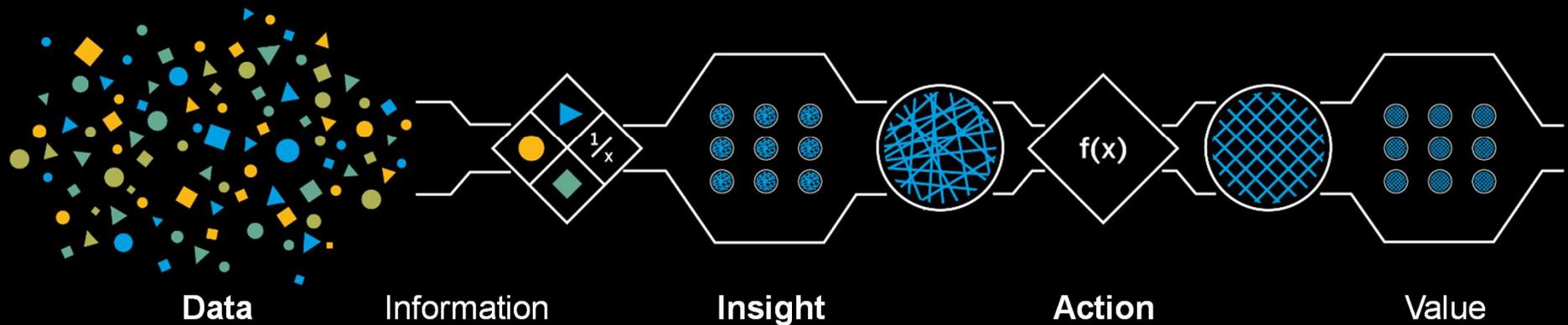
## Supply chain

- Orchestrating multi-tier supply chains
- Enabling new faster time to market
- Replacing costly EDI and legacy supplier portals

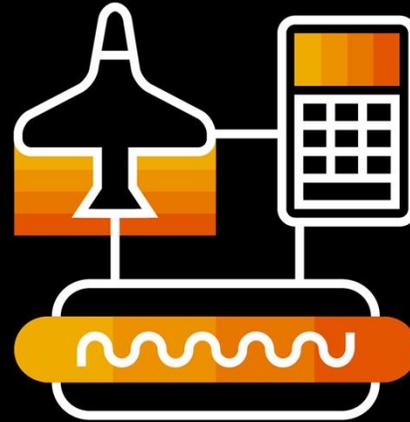


**77%** of procurement organisations see the **enhancement of operational efficiency** as critical or high priority

## Today's disruptors are **insight-driven**

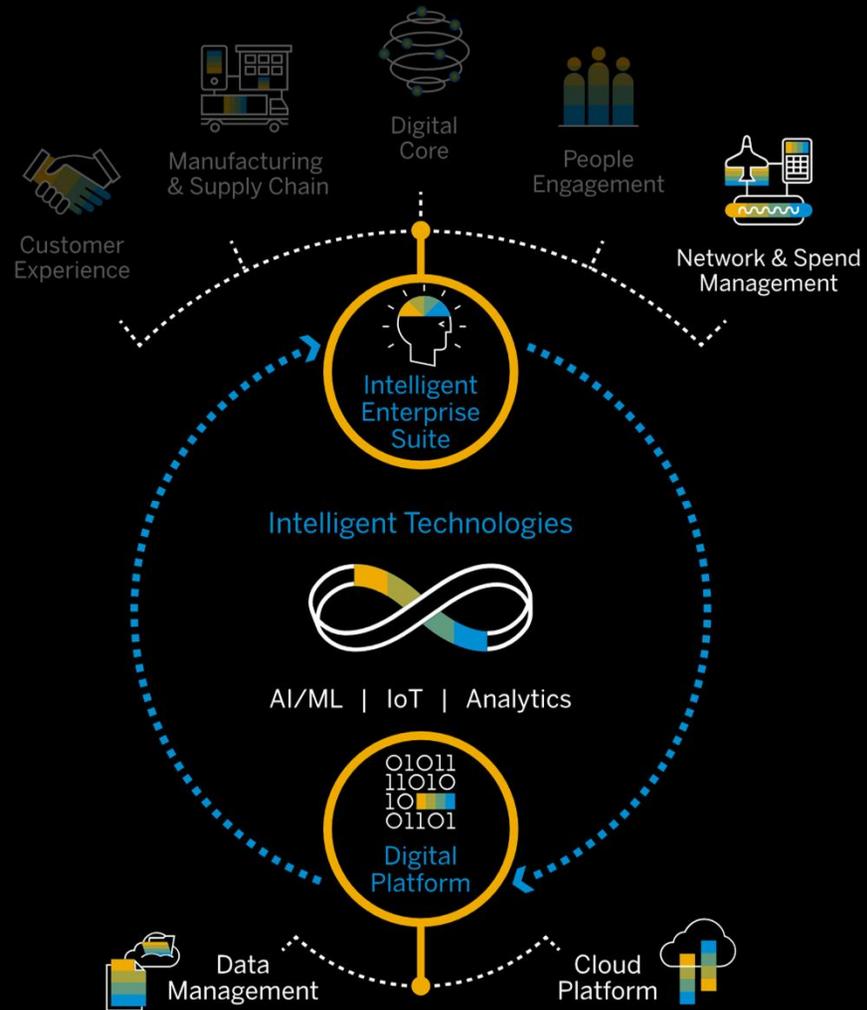


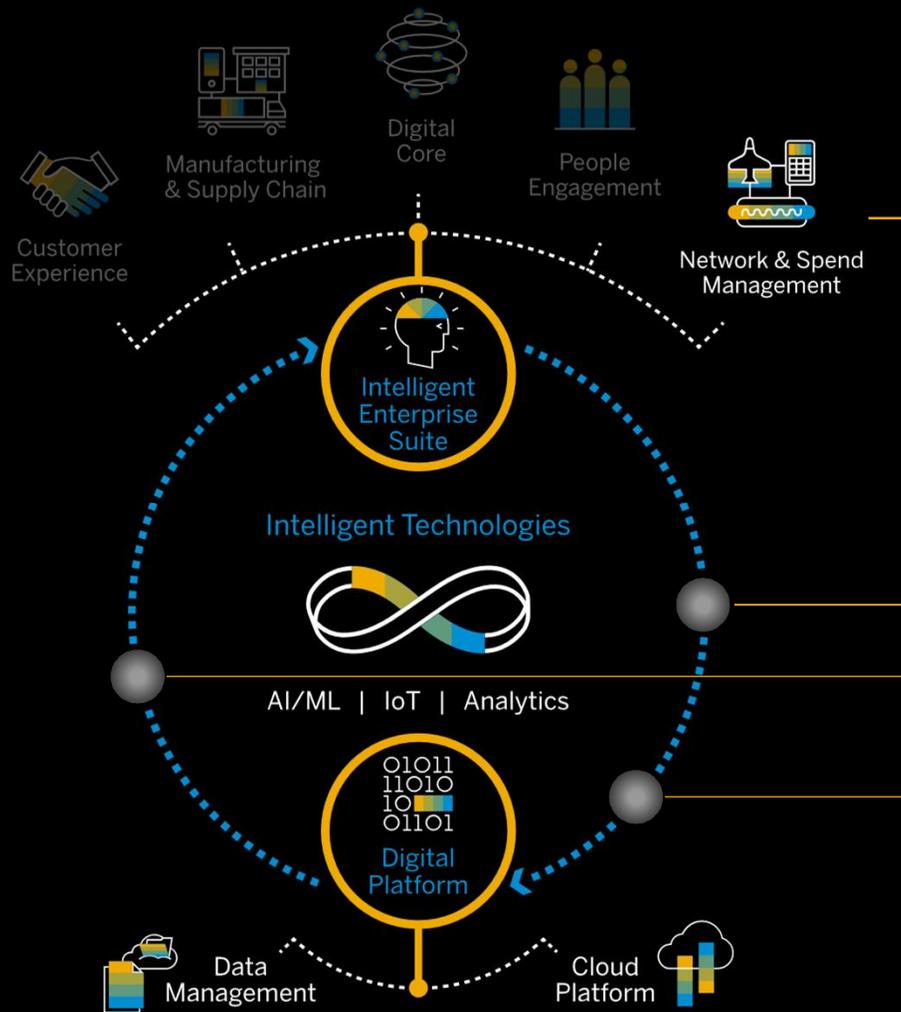
**Organisations that provide people with the insight they need to make better decisions, and enable them to act, will disrupt and deliver growth and innovation**



**SAP** is uniquely positioned to  
Intelligently manage **all spend**  
**categories and buying processes**

# The Intelligent Enterprise Framework

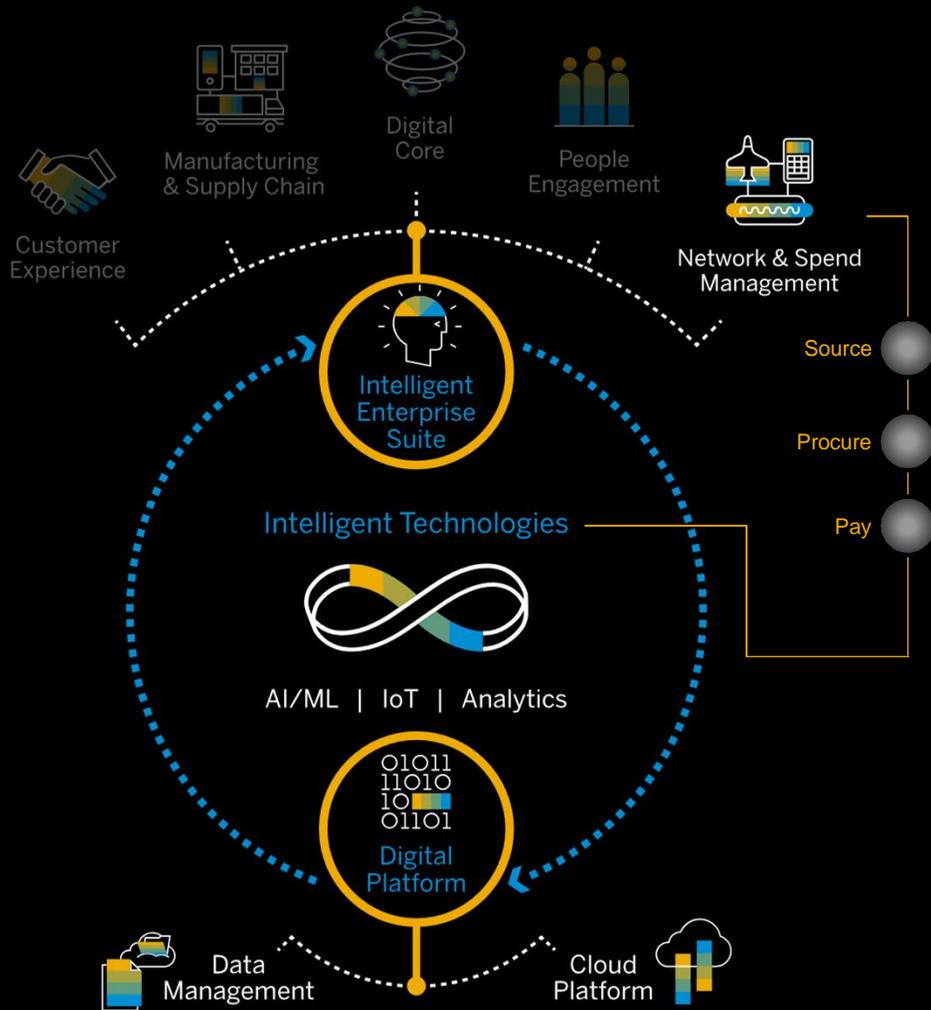




## A nimble approach to managing data.

SAP Ariba can access data from any source, but the data stays where it is, and the system:

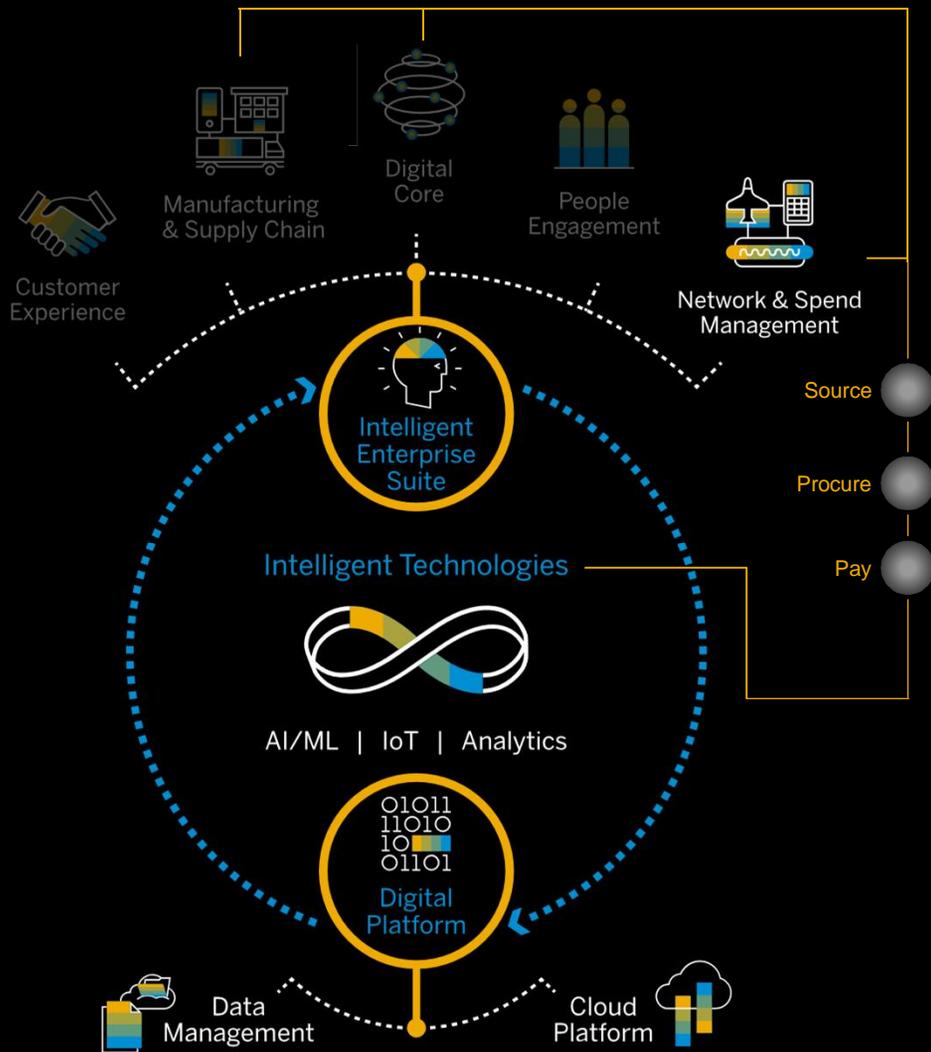
- Knows how to identify and manage it.
- Automatically improves/enhances it.
- Puts it to work instantly when and where you need it.



## Embed Intelligence from end-to-end.

SAP Ariba infuses intelligent innovations from source-to-pay process, so you can:

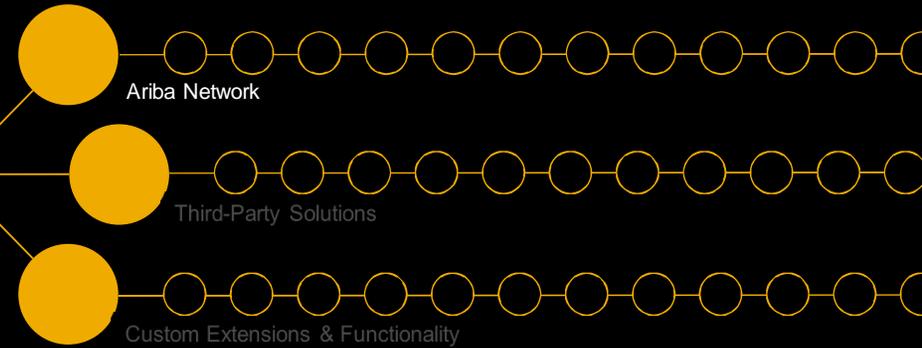
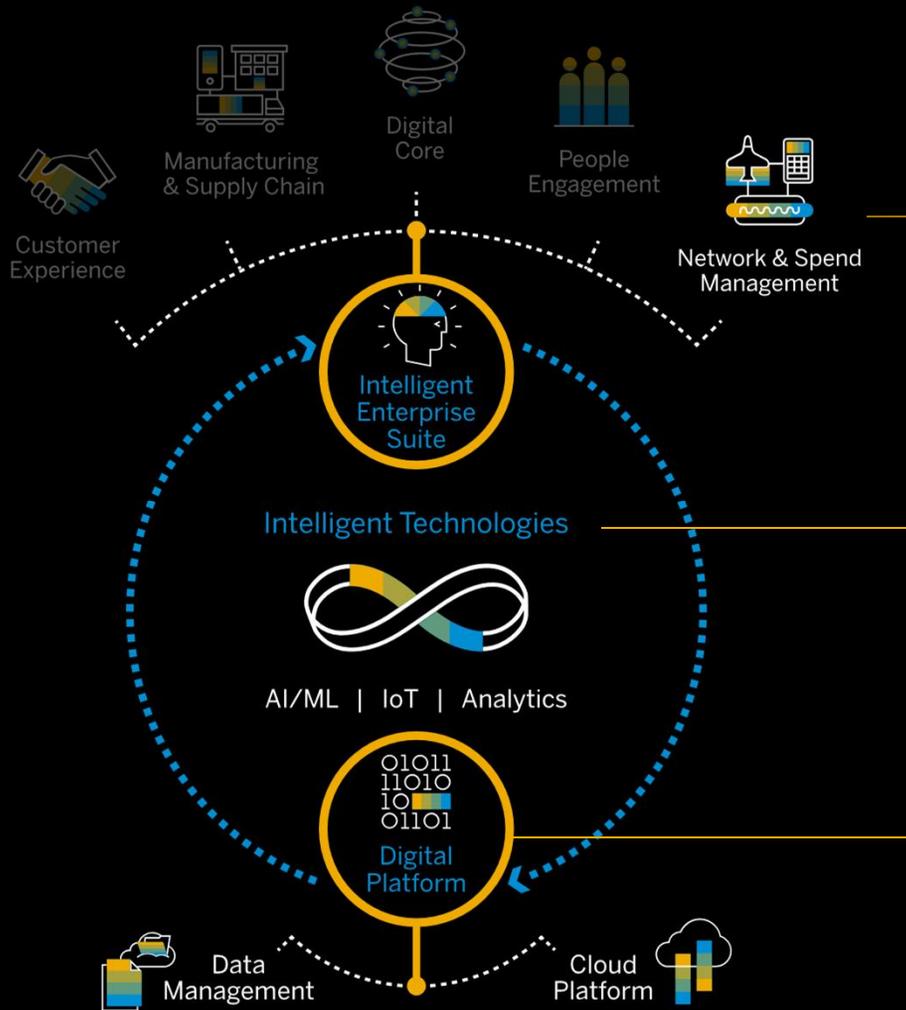
- Use data and results from each step to improve the rest of the process.
- Quickly roll out new innovations that can affect the entire process.
- Help you see the whole picture and be able to make smart decisions at each step.



## Integration across your organization.

SAP Ariba integrates with digital core and manufacturing and supply chain as well as across the rest of the Intelligent Enterprise Suite:

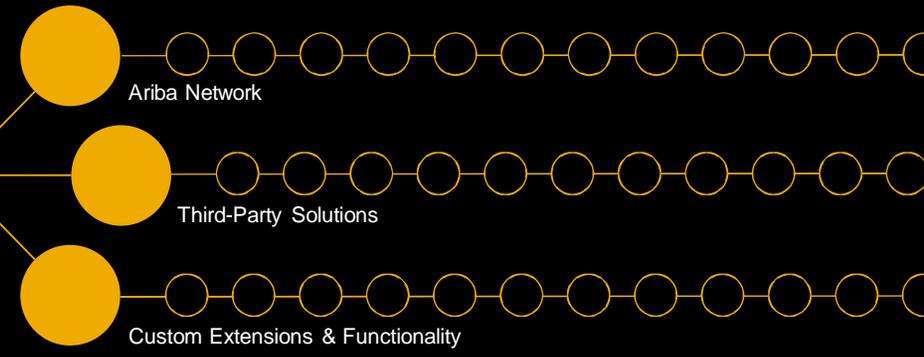
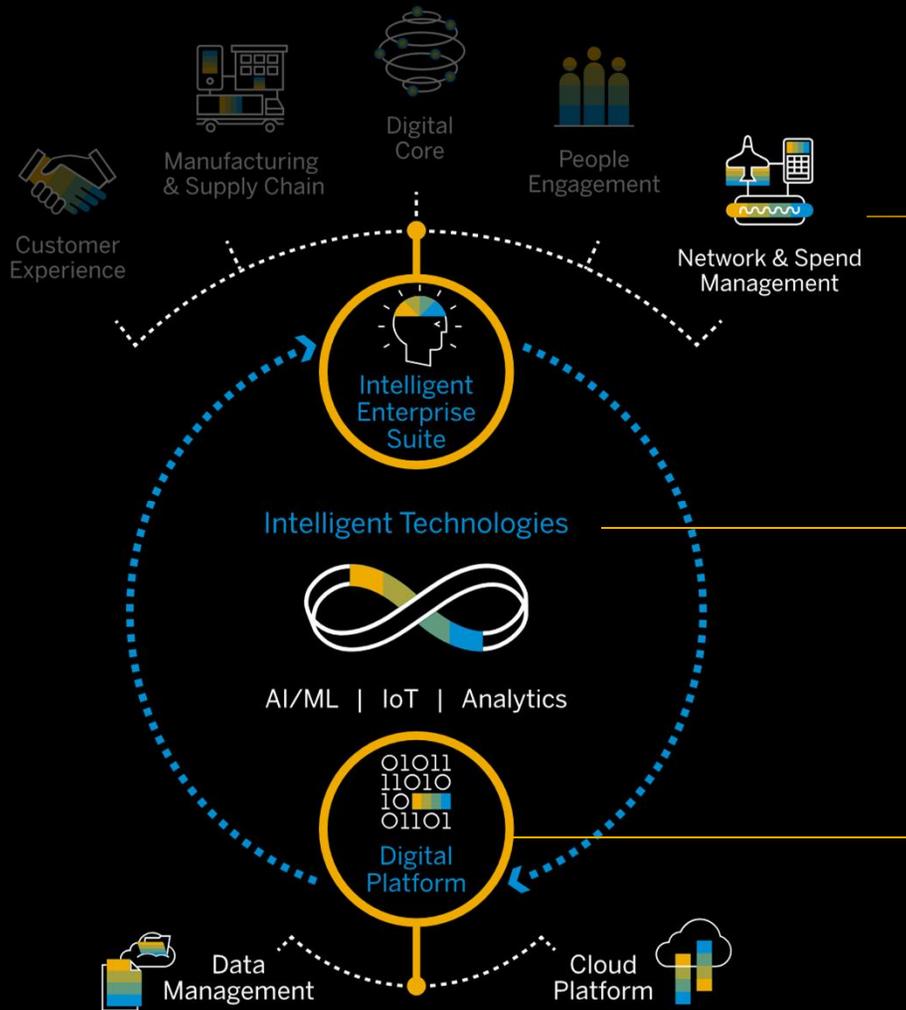
- Keep data flowing between the systems.
- Empower the organization to continuously change and adapt.



## Connecting to data beyond your four walls.

The Ariba Network—the largest business-to-business network in the world—and a host of SAP Ariba APIs allow you to continuously build a more diverse, holistic data set.

- Benefit from insights from \$3+ trillion in annual transaction volume on the Ariba Network.
- Use APIs to connect to virtually any third-party data sources.



## Easy extensions and enhancements.

SAP Ariba solutions' open architecture allows you to:

- Connect to targeted solutions.
- Easily build your own extensions and functionality.
- Integrate with proprietary systems you have in place.

# Intelligent Spend Management: Countless Inputs. Powerful Outcomes.

- Invoice Amount
- Vendor ID Number**
- Product SKUs
- Vendor Industry
- Recipient Address
- Point of Origin
- Specifications
- Payment Terms**
- Invoice Number
- Risk Assessment
- Strategic Sourcing
- PO Number
- Discount Terms**
- Requisition
- Source Reduction
- Surplus Property
- Cost Model
- Contract Clauses**
- Jurisdiction
- Qualified Vendors
- Vendor Geography
- Restrictions
- Authorized Signatories**
- Escalation Clause
- Sub-Tier Supplier Data
- Post-Consumer
- Prequalification
- Commodity Code**
- Vendor Type
- Regional Headlines
- Liquidated Damages
- Geography
- Indirect Spend
- Supplier Risk**
- Addenda
- Extend Option
- Bill of Lading
- Cost Avoidance
- Local Weather**
- Warehouse Data
- Legal Update
- Supplier Data
- Amendment
- Historical Data**
- Per Diem
- Transport Status
- Waybill
- RFID Data**
- Spend Data



## Deliver more intelligent experiences

Simple, consumer-like, contextual experiences guide users to just what they need.

## Deliver more intelligent processes

Processes that continually and dynamically improve based on data, behavior and results.

## Deliver more intelligent insights

More relevant, future-focused assessments and recommendations right at the point of action.



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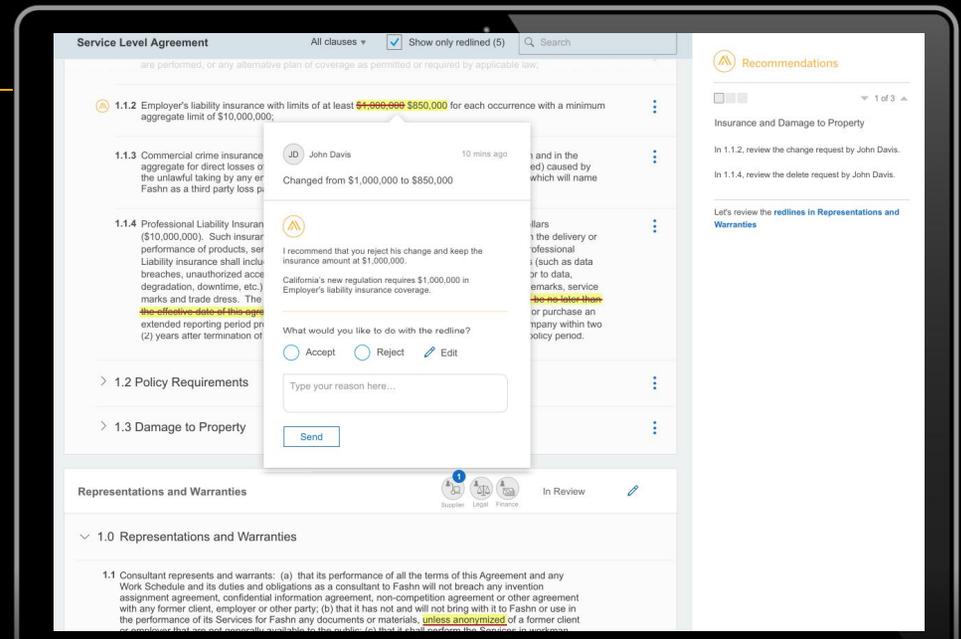
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## Use AI to strengthen contracts.





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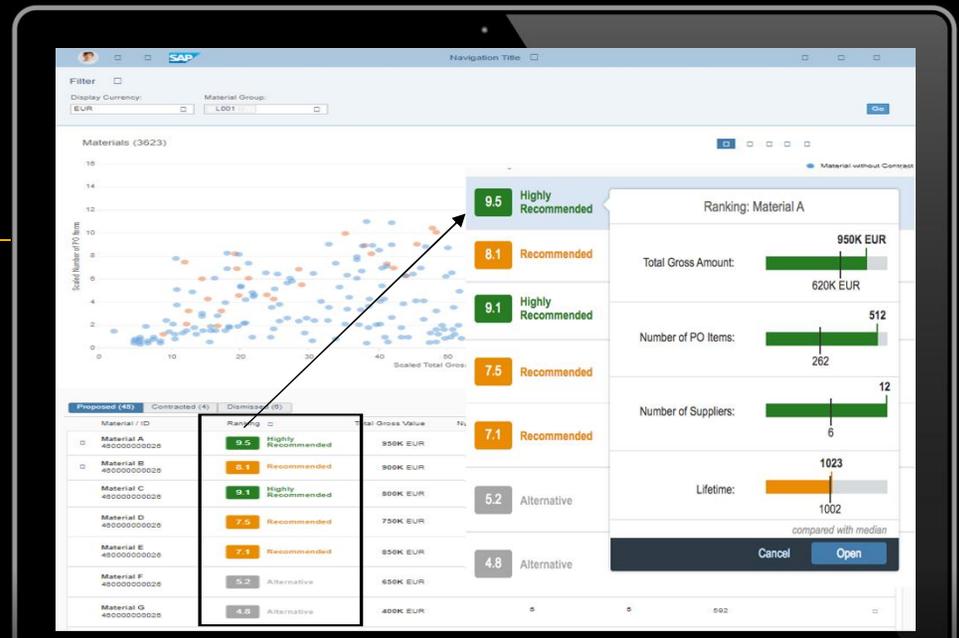
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Automatically identify materials not under contract and recommend alternatives.





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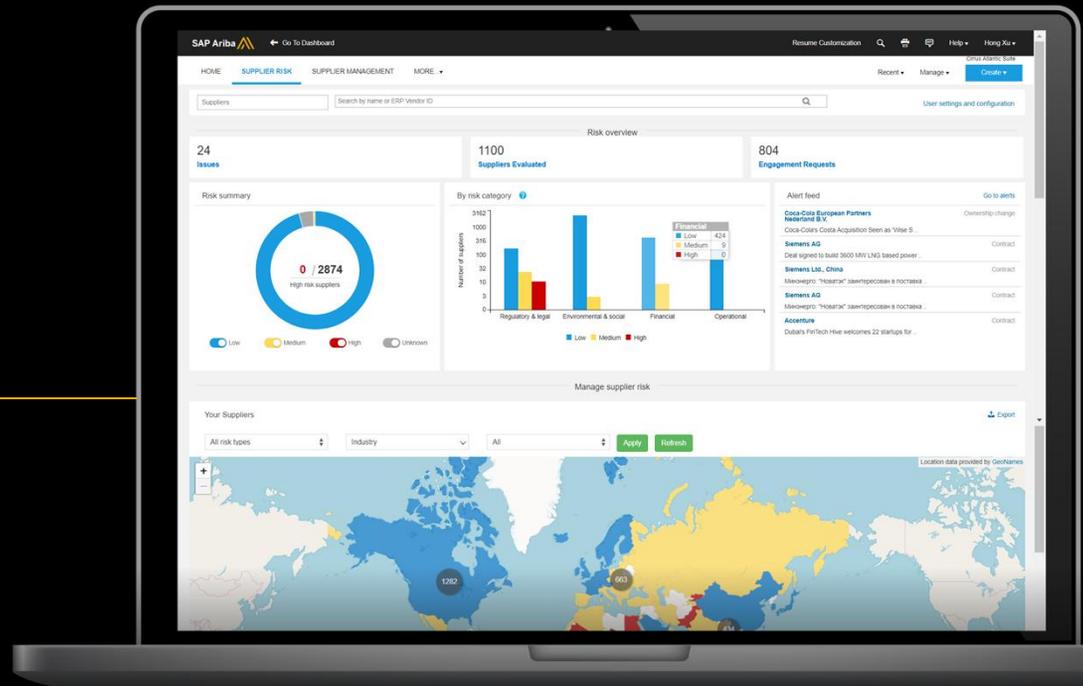
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Proactively manage risks in your supply chain.



# Intelligent Spend Management

An integrated way to manage all your supplier spend.

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- Point of Origin
- Specifications
- Payment Terms**
- Invoice Number
- Risk Assessment
- Strategic Sourcing
- PO Number
- Discount Terms**
- Requisition
- Source Reduction
- Surplus Property
- Cost Model
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SAP Ariba 

SAP Concur 

SAP Fieldglass 

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## Make smarter decisions faster.

Sort through more spend, supplier, policy and risk data than any individual or team can view or manage—guiding you to the best course of action at critical points in the process.

## Deliver more intelligent experiences

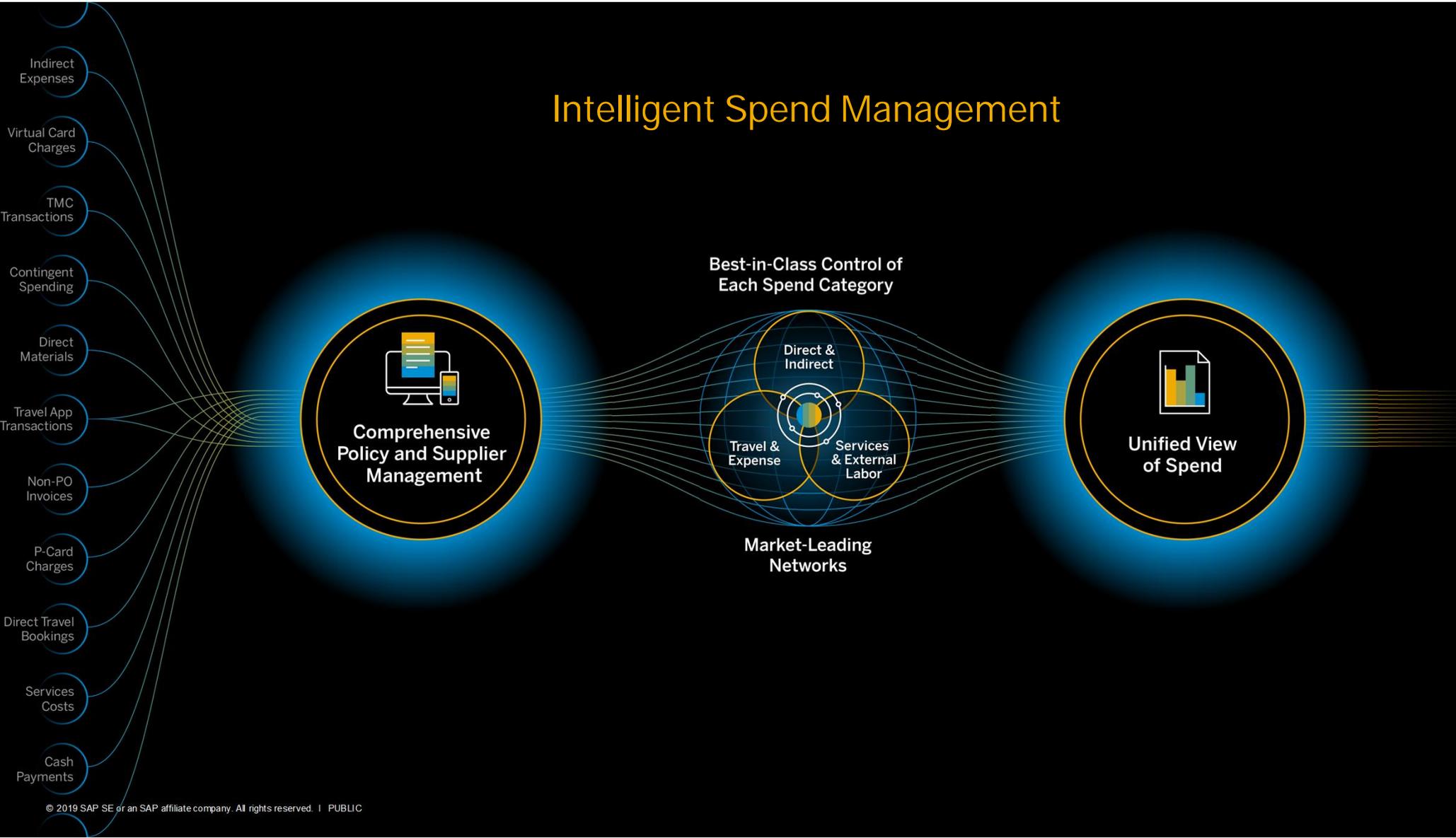
## Deliver more intelligent processes

## Deliver more intelligent insights

## Get more focused, get more effective and get more work done.

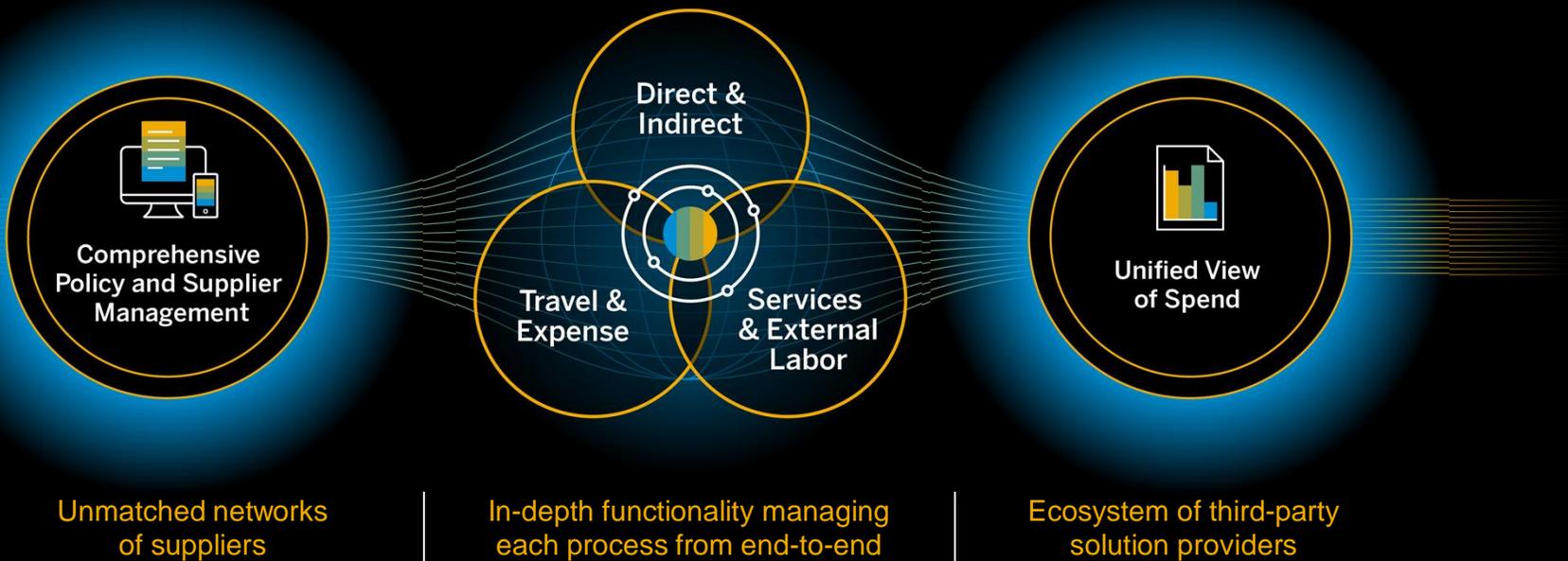
Make every step of the process faster, simpler and smarter. You'll put mountains of data to work in an instant—in real time—so you can finish the work that really matters.

# Intelligent Spend Management



Decades of experience, learning and innovation within each category

Best-in-Class Control of Each Spend Category



Decades of experience, learning and innovation within each category

Best-in-Class Control of Each Spend Category

SAP Ariba 

SAP Fieldglass 

SAP Concur 

SAP S/4HANA®



SAP is a leader in Gartner's 2019 Magic Quadrant for Procure-to-Pay

SAP is a leader in the Forrester Wave Q1 Services Procurement Report

SAP is a leader in Gartner's 2018 Magic Quadrant for Strategic Sourcing



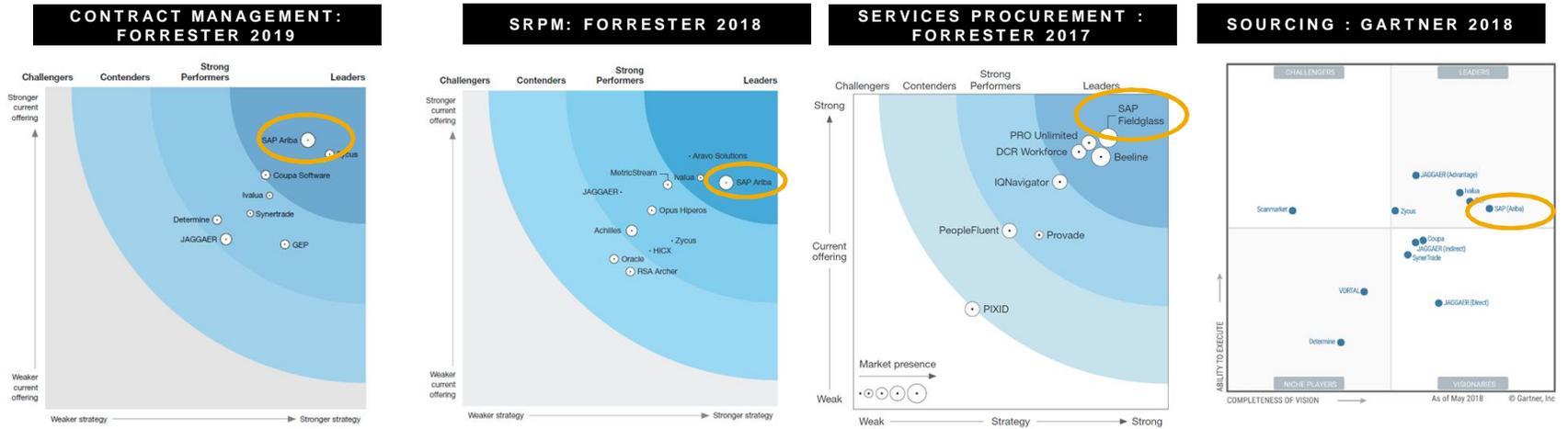
# LEADER ACROSS SOLUTIONS

## Examples

Across decade  
20+ years...



Across  
Solutions...  
S2S Indirect, Direct,  
Services



# SAP Ariba – World's Largest B2B Network

## More than GDP of MENA

**4.1**  
Million  
Companies



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



**3.0**  
Trillion  
USD 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



# Thank you.

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