Addressing SAP Invoice Management, the right way

Ariba - OpenText VIM Positioning

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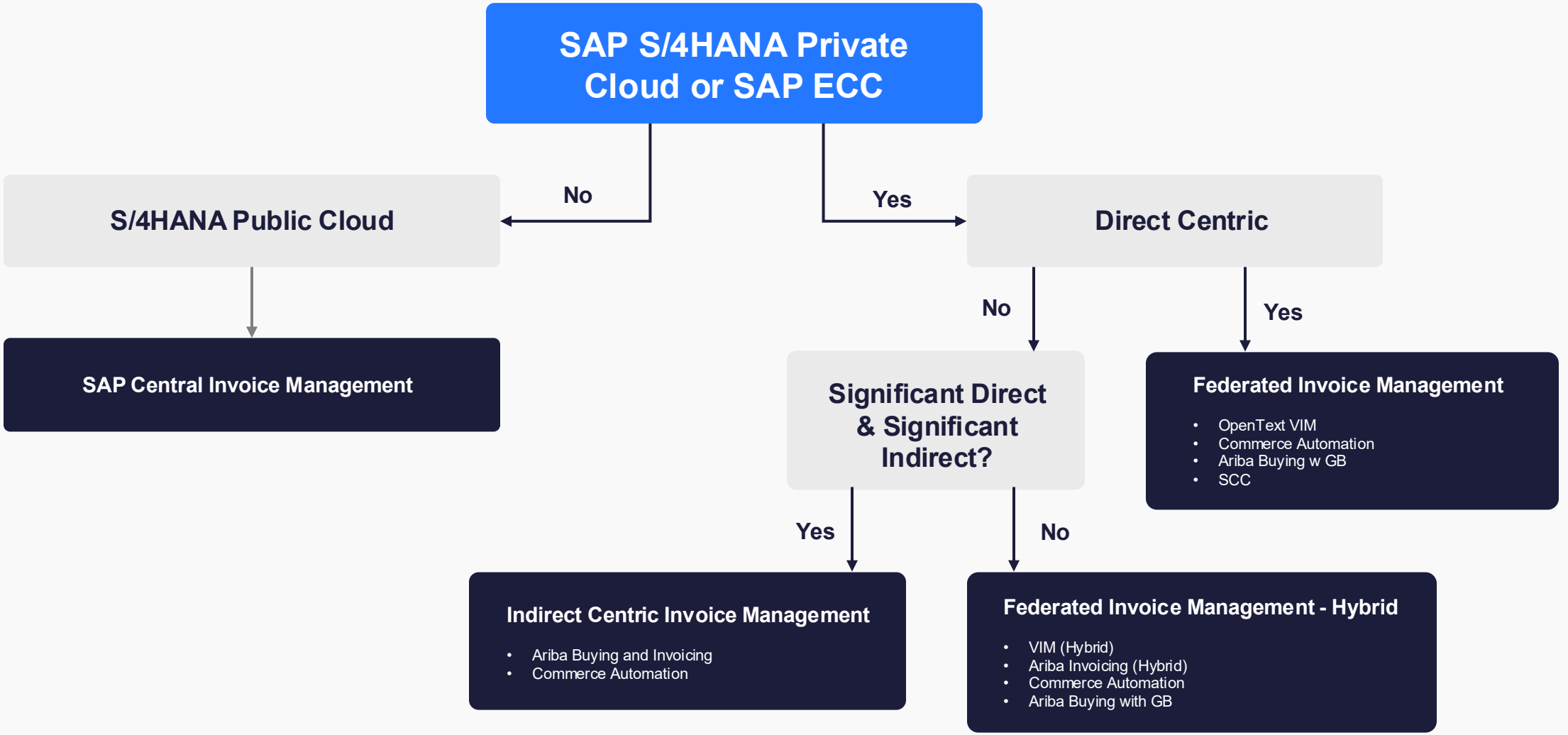
Improved Decision Tree



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Customer Scenario

Invoice Concentration

60-80%

Direct Invoices

20-40%

Indirect Invoices

Multiple Invoice Channels

- Email
- EDI or XML (e-invoice)
- Network Match

PO Complexity

- Scheduling Agreement
- Freight Conditions
- Warehouse Managed
- Contract Invoice

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Federated Invoicing: Direct & Indirect

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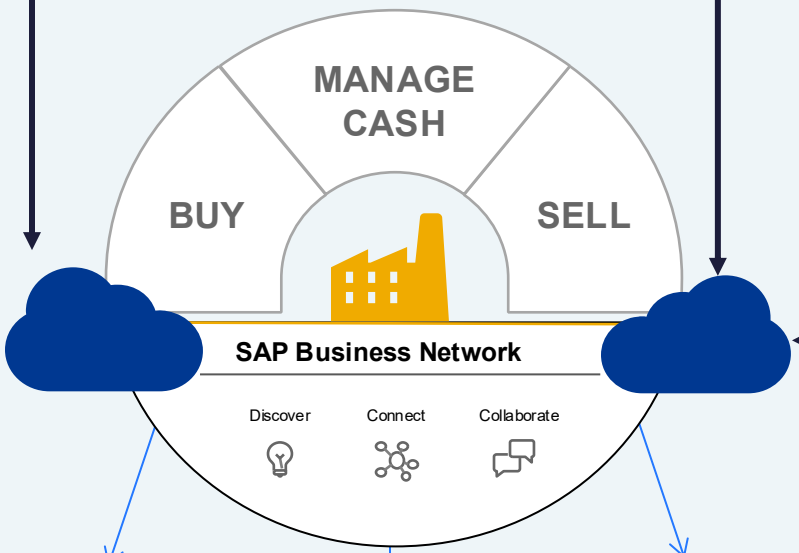
Smart Invoicing | EDI | XML | CSV | Email | Paper — Supplier

Vendor Portal



- **SAP Ariba Guided Buying**
- **SAP Ariba Supply Chain Collaboration**
- **SAP Ariba Supplier Lifecycle & Performance**

SAP S/4HANA or ECC

SAP Invoice Management by OpenText
Unified AP Platform with Global Rules & Workflow

- **Invoice Verification**
- **Workflow & Monitoring**
- **Invoice Approval**
- **Invoice Completion**

\+ Intelligent Accrual

Invoice to Pay
Automated, real-time, and complaint

Dynamic Discounting
Supply Chain Finance

PAYMENT HUB

Treasury & Risk Management, Working Capital

Tax & Regulatory Compliance

Risk Compliance & Cyber Security

Buyer

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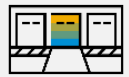

Warehouse Managed

Contract Invoice

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SAP Invoice Management by OpenText

Value

- Incoming invoice channel flexibility and no disruption to suppliers
- Handle complex PO types such as Scheduling agreements and PO conditions
- Keep a single-source-of-truth for invoices irrespective of Procurement Type
- VIM as SAP embedded is more capable in reacting to business events and changes in master data
- Better suited for higher invoice volume cases due to the maturity and flexibility of the solution

Customer Scenario

Invoice Concentration

20-30%

Direct Invoices

70-80%

Indirect Invoices

Multiple Invoice Channels

Email

EDI

Network Match

PO Complexity

Catalog Based

Services

Material Based

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Indirect Centric: Invoice Management

Auritas

Smart Invoicing | EDI | XML | CSV | Email | Paper — Supplier

Vendor Portal

MANAGE CASH

BUY

SELL

SAP Business Network

Discover | Connect | Collaborate

SAP Ariba Guided Buying

Dynamic Discounting Supply Chain Finance

SAP Ariba Supplier Lifecycle & Performance

SAP Ariba Buying & Invoicing
Unified AP Platform with Global Rules & Workflow

SAP Ariba

Invoice Verification

Workflow & Monitoring

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SAP

S/4HANA or ECC

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SAP PAYMENT HUB

Treasury & Risk Management, Working Capital

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PO Complexity

Catalog Based

Services

Material Based

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SAP Ariba Buying & Invoicing

Value

- Procure to Invoice within one solution
- Higher Smart Invoicing (PO Flip)
- Uniform web user interface for the end-to-end process
- Quick deployment and innovation upgrades
- Effective use of Supplier Portal

Customer Scenario

Invoice Concentration with higher volume

20-30%

Direct Invoices

70-80%

Indirect Invoices

Multiple Invoice Channels

Email

EDI

SAP VIM

Network Match

Ariba Invoicing

Similar to “Federated Invoicing: Direct & Indirect” with the flexibility to reconcile based on where spend originated !

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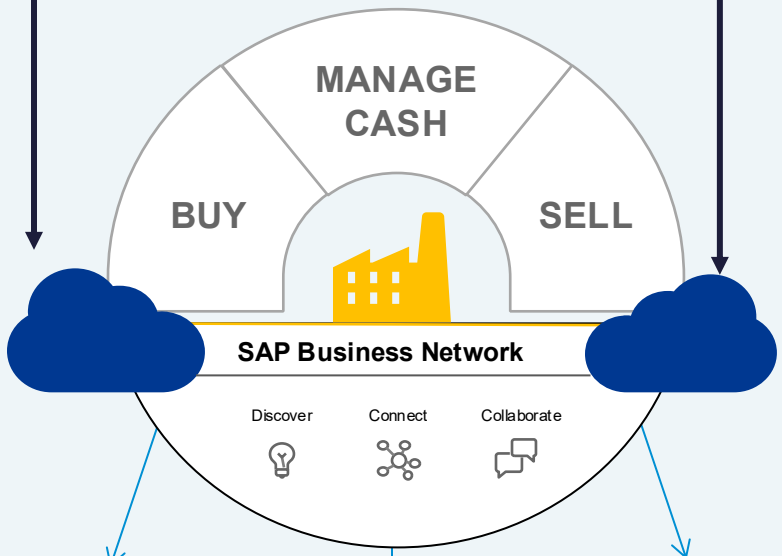
Federated Invoicing Hybrid: Direct & Indirect

Auritas

Smart Invoicing | EDI | XML | CSV | Email | Paper — Supplier

Vendor Portal



- SAP Ariba Guided Buying
- SAP Ariba Supply Chain Collaboration
- SAP Ariba Supplier Lifecycle & Performance

SAP S/4HANA or ECC

+ Intelligent Accrual

SAP Invoice Management by OpenText
Unified AP Platform with Global Rules & Workflow

Invoice Verification → Workflow & Monitoring → Approval → Invoice Completion

Workflow → Approval

SAP Ariba Buying & Invoicing
Indirect Invoice Workflow & approval

SAP PAYMENT HUB

- Treasury & Risk Management, Working Capital
- Tax & Regulatory Compliance
- Risk Compliance & Cyber Security

Dynamic Discounting
Supply Chain Finance

Buyer

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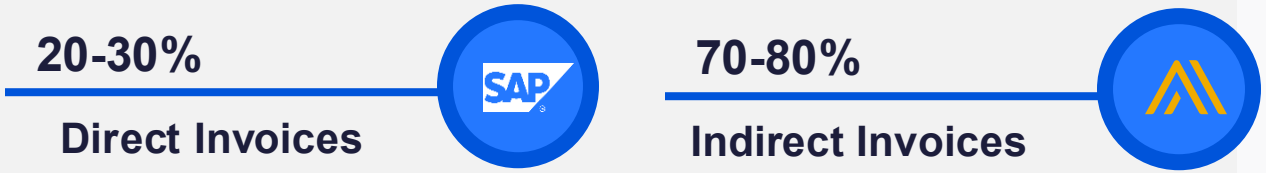
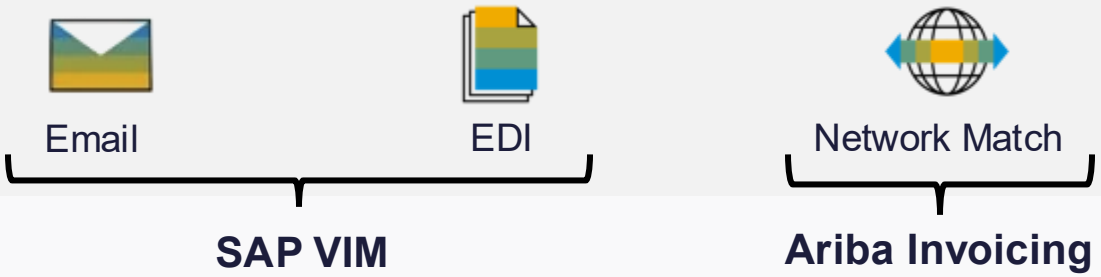
Customer Scenario

Invoice Concentration with higher volume



Multiple Invoice Channels



Similar to “Federated Invoicing: Direct & Indirect” with the flexibility to reconcile based on where spend originated !

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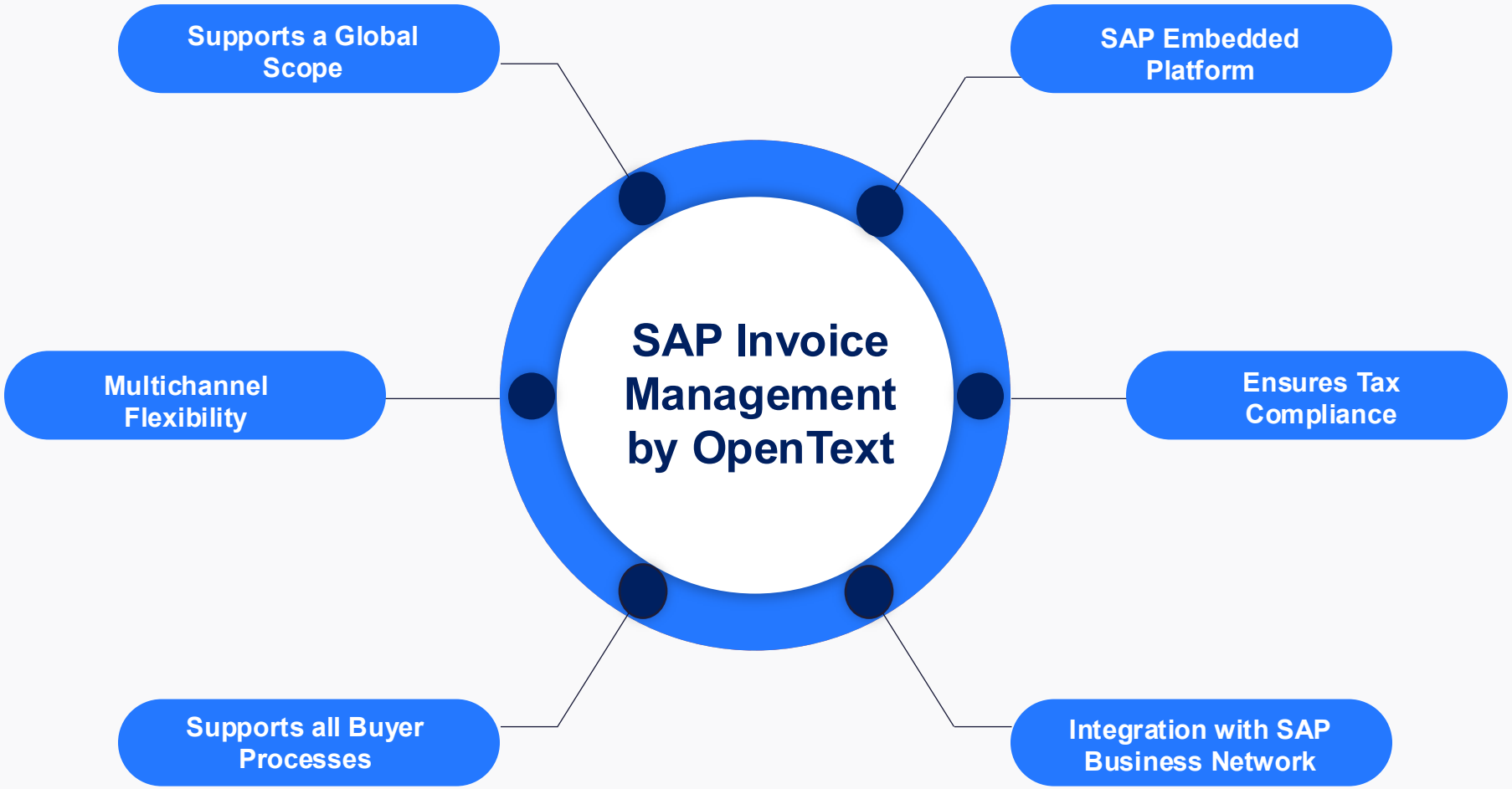
HYBRID

SAP Invoice Management by OpenText & Ariba Invoicing

Value

- All the advantages of Federated Invoicing option with the flexibility to reconcile based on invoice origin
- Utilize the maturity and flexibility of VIM for main invoice reconciliation process
  - Invoice intake & AP process starts in VIM
  - Buyer/Requisitioner interaction happen in Ariba Invoicing
  - Final posting in VIM
- Direct reconciliation in ERP – Indirect reconciliation in Ariba
- Users manage work in their natural UX: AP in VIM, Direct Buyers in ERP and Requisitioners in Ariba

Unified Invoice Management



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Reality and Best Practices with SBN & VIM

Best Practices:

- Keep network Invoice rules lean – manage exceptions in VIM
- Set realistic expectations for Smart Invoicing:
  - Consider Integrated Suppliers
  - Drive adoption via Supplier Enablement
  - Link Smart invoicing to Supply Chain Finance - Incentivize
- Always integrate using CIG
- Indirect Procurement using Order Types such as NB (Standard Order) and Service Based Pos (FO) works best as these allow seamless electronic collaboration across all document types
- Can utilize ERS for trusted Suppliers due to increased transparency from earlier Network transactions (OC, ASN)

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Thank you.

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