



Addressing SAP Invoice Management: The Right Way

Ariba - OpenText VIM Positioning



End-to-End Procure-to-Pay (P2P)

Bring the power of best-of-breed solutions for a seamless, intelligent procurement and finance experience. Get the flexibility to address both indirect and direct buyers while delivering best-in-class finance automation that accelerates approvals, reduces manual effort, and strengthens compliance.



Business Network SAP Ariba

Streamlined sourcing and spend management with real-time insights and intuitive collaboration on a single cloud platform.

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Invoice Management SAP VIM by OpenText

Automate invoicing processes in SAP to simplify invoice routing, accelerate approvals, and reduce manual costs.

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Accrual Automation Auritas Intelligent Accrual

AI-powered compliance that cuts manual work, speeds close by 80%, and ensures audit-ready traceability.

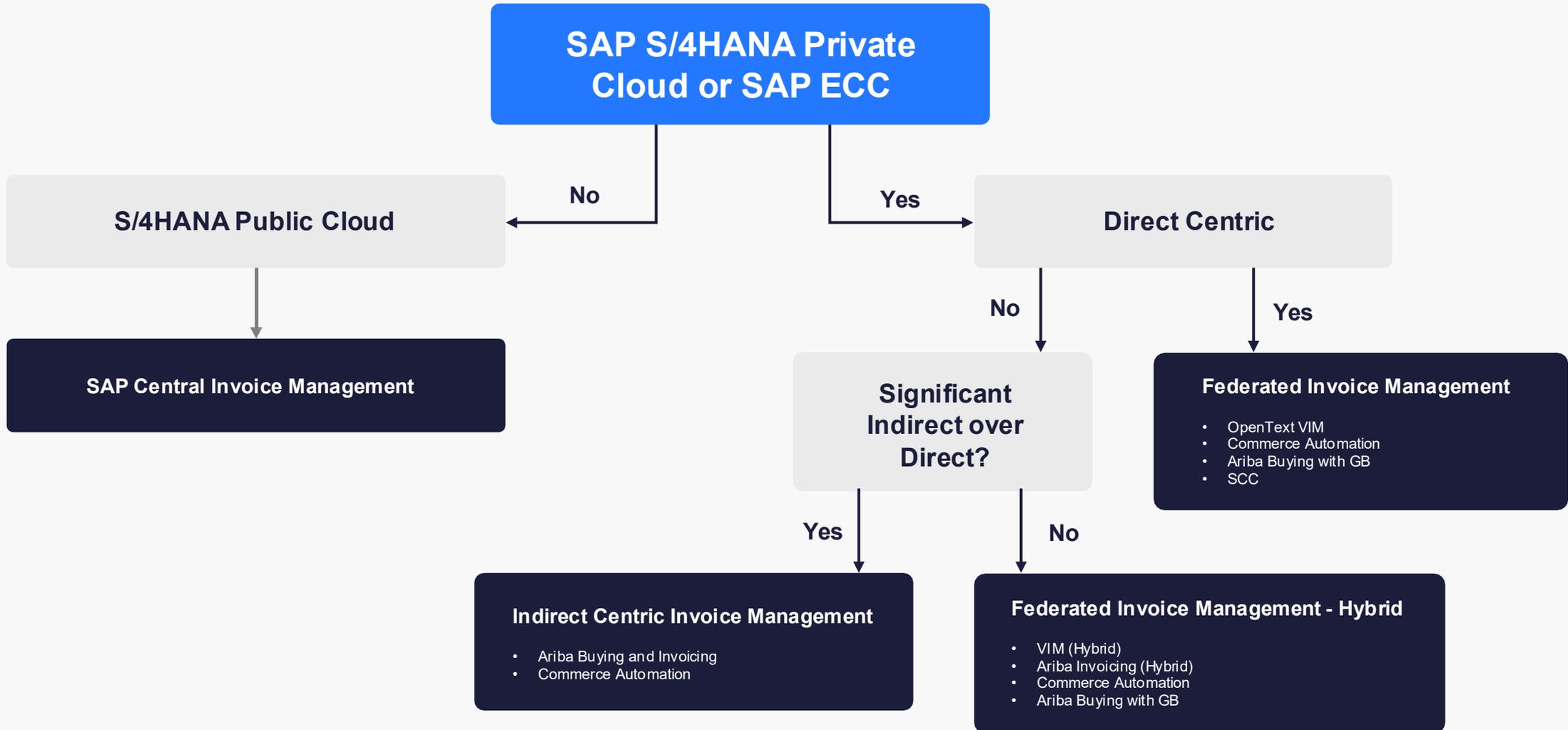
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Supply Chain Financing SAP Ariba (Taulia)

Optimize working capital with early supplier payments, buyer-backed financing, and lower supplier capital costs.

Improved Decision Tree





About Lennox

Lennox International is a leading provider of heating, ventilation, air conditioning, and refrigeration (HVACR) products. The Texas-based company manufactures and distributes energy-efficient climate control solutions for both residential and commercial use.

Industry	Manufacturing (HVACR)
2024 Revenue	\$5.34 billion
Number of Employees	14,200 (as of Dec 31, 2024)
Headquarters	Richardson, Texas

Source to Pay RFP Requirement Weightage:

- **50%** Accounts Payable (OpenText)
- **35%** Supply Chain Collab (SAP Business Network)
- **15%** Guided Buying (Ariba Procurement)

The SAP Salesplay Star



Bradley Johnson

SAP – Finance and Spend AE
U.S.A South Region

Bradley's Success Play: Bradley understood from the outset that VIM was the sales play that would anchor the Lennox engagement. He made the critical decision to bring Auritas in early, ensuring the right expertise was at the table for AP automation and integration. By aligning SAP and Auritas through coordinated workshops and demos, this helped the customer navigate complexity and **orchestrated a seamless end-to-end flow from procurement to finance. This helped overcome Coupa.**

The Partner:



- Engaged at the start of the opportunity by SAP to ensure strong internal alignment
- Presented Supply Chain Collaboration, OpenText Invoice Mngmt. & Business Network
- Facilitated on-site workshop that evolved into full-day session due to AP complexity
- Positioned VIM as a unified AP Platform connected to all buying processes, which ultimately contributed to the success of the deal.

We include this Bill of Materials to show SAP sales reps how large a deal like this can grow when Auritas is involved from the outset. By joining the presales conversation early, we help shape solution strategy, expand scope, and ensure customer requirements are fully met.

Product/License	Metric	Annual Volume
Business Network Supply Chain Collaboration	Spend	\$ 2,500,000,000
SAP Business Network Commerce Automation	Flat-Fee	N/A
SAP Ariba Buying	Spend	\$ 600,000,000
Strategic Sourcing Suite	Users	50
Ariba Catalog	Spend	\$ 100,000,000
Mexico Add On	# Invoices	10,000
Open Text OCR	Blocks of 1,000 Invoices	500
Pricing APP (Kyyte//SAP Endorsed 3rd Party)	N/A	N/A
OnPrem		
Open Text VIM (OnPrem)	Blocks of 1,000 Invoices	900



About Viatriis

Viatriis is a global healthcare company that provides access to medicines, including generics, brands, and biosimilars, to people in over 165 countries. Formed by the merger of Mylan and Pfizer's Upjohn division, it offers a diverse portfolio of products.

Industry	Pharmaceuticals and Healthcare
2024 Revenue	\$14.7 billion
Number of Employees	~32,000 (as of 2024)
Headquarters	Canonsburg, Pennsylvania, U.S.

Procure-to-Pay RFP Requirement Weightage:

- **75%** Accounts Payable (OpenText Invoice Management)
- **25%** Procurement (Commerce Automation and Network)

The SAP Salesplay Star



Saurabh Singh

SAP – Finance and Spend AE
U.S.A Northeast Region

Saurabh's Success Play: Saurabh put together an RFP action plan that included Auritas and SAP SC's. Auritas spearheaded the presales activity that entailed deep-dives and multiple demonstrations of key automations to meet Viatriis "Future Vision Plan". Together, SAP and Auritas were able to showcase a compelling solution through a combination of SAP Business Network and OpenText Invoice Management.

The Partner:



- Engaged at the start of the opportunity by SAP to ensure strong internal alignment
- Presented detailed demos of OpenText Invoice Mngmt. & SAP Business Network
- Aided Saurabh in telling a more compelling story regarding the necessary automations
- Tailored demos to Viatriis' "ERP User Personas" to ensure a frictionless user experience
- Provided industry-specific customer references & case studies, helping to close the deal

Viatrix: AP Future Feature Requirements

Category	Feature Count	Solution Area
Invoice Processing	59	AP
Intake / OCR	49	AP
Invoice Processing / Reconciliation	46	AP
Invoice Processing	28	AP
Payment Processing	18	AP
Measure and Benchmark	16	AP
AP Portal	12	AP
Payment Hub	12	AP
Invoice Processing /Approval Workflow / Reconciliation	9	AP
Dashboarding & Analytics	7	AP
Key Automations	7	AP
Retain Records	7	AP
Reporting / Reconciliation	3	AP
Accruals	1	AP
OCR/Invoice Processing Reconciliation/SAP Functional	1	AP
Quality Check	1	AP
Systems Integration	1	AP
Vendor Portal	41	Procurement
Buyer Portal	25	Procurement
Help Desk	19	Procurement
Buyer Portal / Approval Workflow / Reconciliation	2	Procurement
Grand Total	364	



SAP & Auritas understand Viatrix’ principal strategy is to effect a transformation within their invoice-to-pay process.

We are pleased to present a solution that will:

- Deliver a global solution that meets the future vision for AP based on the fitment summary provided here
- Target best-in-class operation performance for key metrics such as First-Pass and Cycle times
- Achieve a seamless and ERP-embedded process, and hence simplify the user experience
- Include state-of-the-art machine learning and AI capabilities to meet business needs
- Future proof – Strength of SAP and OpenText alliance, Strength of Roadmap, No Vendor or Integration risk
- Solution philosophy that optimizes value: best of SAP Business Network + best of breed AP Automation

Thank you.

