

# Customer Scenario: Indirect Centric

## Invoice Concentration

20-30%

Direct Invoices



70-80%

Indirect Invoices



## Multiple Invoice Channels



Email



EDI



Network Match

## PO Complexity



Catalog Based



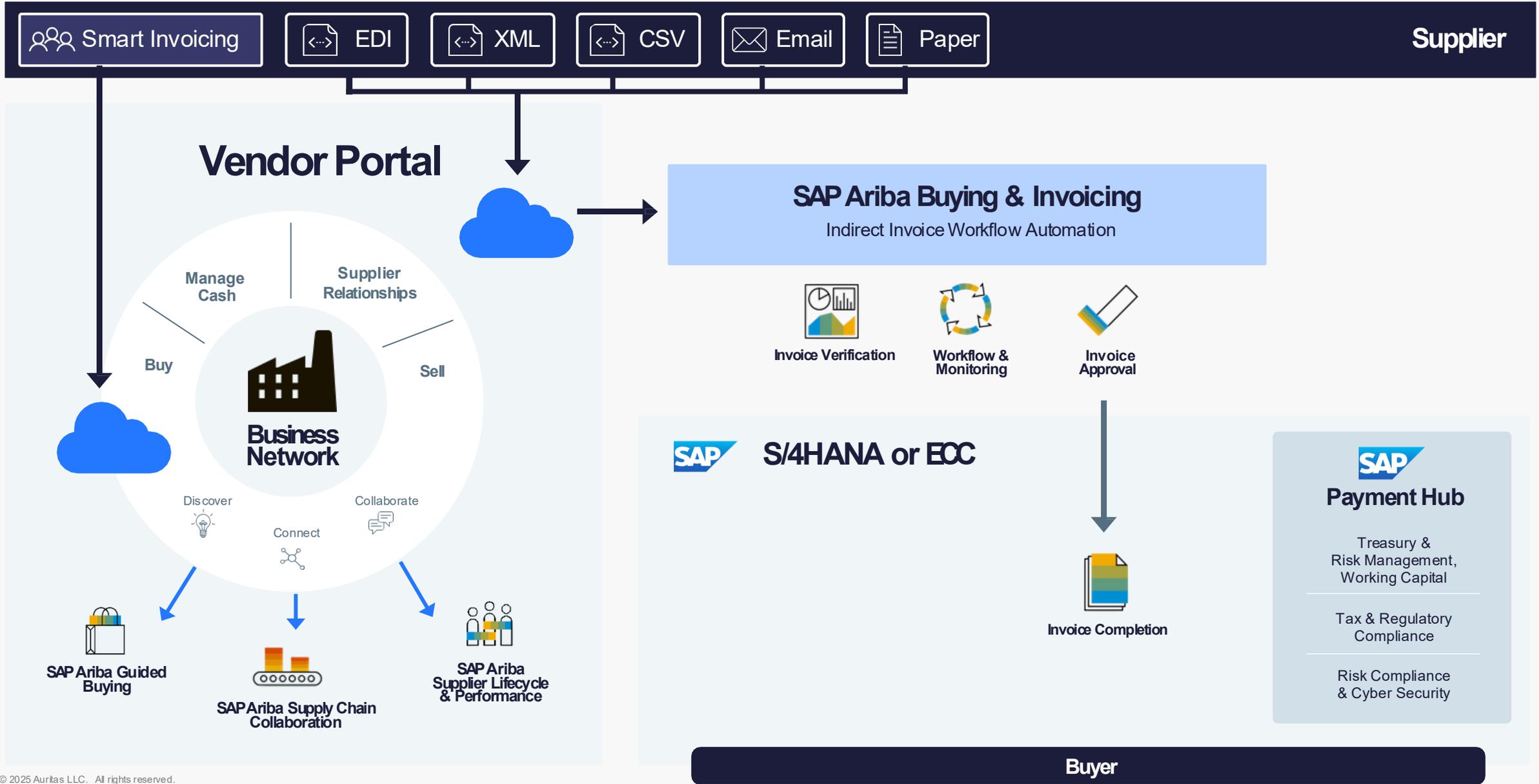
Services



Material Based



# Indirect Centric: Invoice Management



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Services



Material Based

SAP Ariba Buying & Invoicing with  
Network based Smart 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