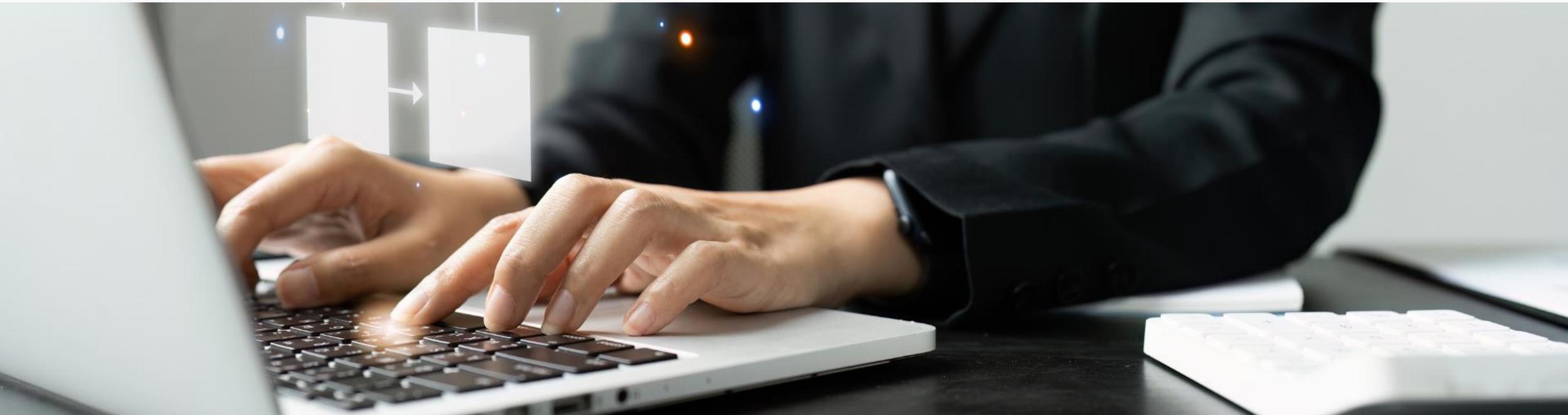**Addressing SAP Spend Management: The Right Way**

Ariba Modules

Overview and Value Proposition

SAP Ariba Source-to-Pay Overview

SAP Ariba Source-to-Pay Process

Auritas

Supplier – Order to Cash

SAP Business Network

| Source & Contract | Plan & Forecast | Buy & Deliver | Invoice & Pay |

Open Platform

SLP and Risk	Spend Visibility	Collaborative Sourcing	Contract Management	Forecast & Scheduling	Inventory Collaboration	Procurement	Order Execution	Invoice	Cash Management
Registration & Onboarding	Spend Classification	Supplier Discover	Award to Contract	Forecast sharing	Inventory Visibility	Material and Services	Mobile Ordering	PO Flip	Terms Management
Diversity & Green Certs	Category Management	Strategic Sourcing	Workflow	Forecast Commit	Consignment Collaboration	Catalogs	Confirmations	Invoice Automation	DPO Extension
Risk Management	Enrichment Services	Reverse Auctions	Authorizing	Exception Management	Supplier Managed Inventory (SMI)	Spot Buy	Advances Ship Notice	Intelligent Invoicing	Early Pay Discounts
Survey	Market Intelligence	Knowledge Repository	Repository	Scheduling Agreements	Quality Collaboration	Robust Approval Workflows	Good Receiving	Service Entry Sheets	Supply Chain Financing
Scorecards	D&B Insight	Optimization	Lifecycle Notifications	Releases		Guided Buying	Rate Card Management	ERS Tax Service	Receivables Fin
Performance	Spend Analysis	Article Pricing	Redlining			Workbench	Returns		Electronic Payment
		Lead Time	E-signatures			Request Quotes			

Customer Value Services

Buyer – Source to Settle

SAP Ariba Managed Gateway Spend & Network for Source To Pay - End to End

SAP Ariba

Business Network

Trading Partners   Trading Partners

Banks

Supplier Qualification and data sync

Invite supplier to Sourcing Event / e-auction

PO, Service PO, Receipt, Invoice Status, Rem. Advice,

SAP Ariba SLP & Risk

SAP Ariba Spend Analysis

SAP Ariba Sourcing

SAP Ariba Contract Management

SAP Ariba Buying & Invoice Management

SAP Ariba Commerce Automation & Supply Chain Collaboration

Icertis

PO, PIR & Outline Agreement

Outline Agreement

Master Data Inventory SES Response Remittance Adv.

PO to Invoice Invoice & Payment Status Dynamic Discounting Quality Assurance Supply Chain Finance

Bi-directional Supplier data

Spend Data

Extensibility

SAP Managed gateway for spend management and SAP Business Network

Partner API

SAP S4HANA

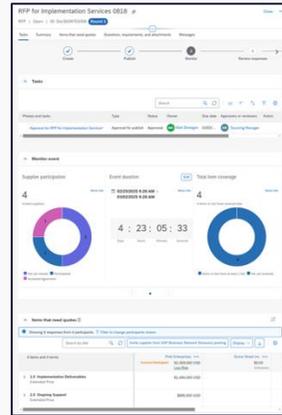MS Active Directory.

LDAP etc..
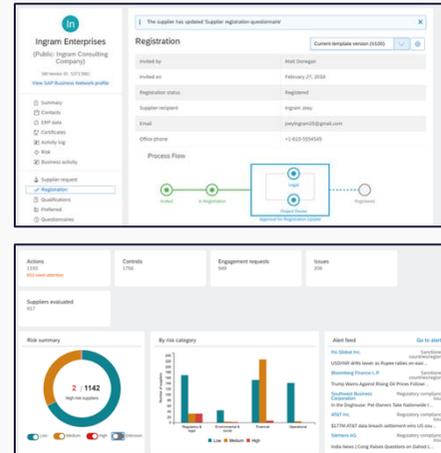
Digital Signature

Tax Engine

End to End Spend Management through SAP Ariba
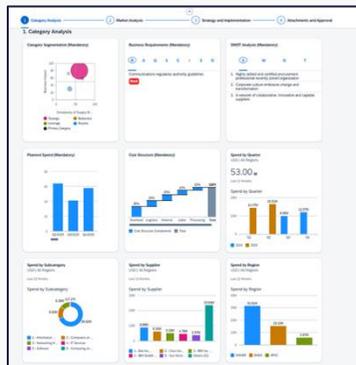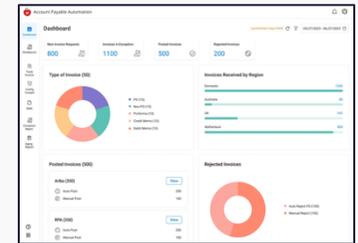
Understand Your Spend
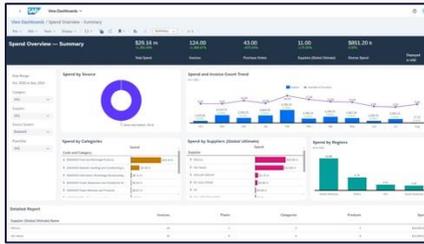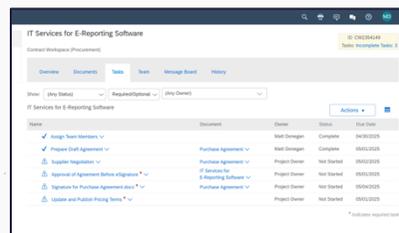
Execute Sourcing Events

Onboard Suppliers and Assess Risk

AP Automation
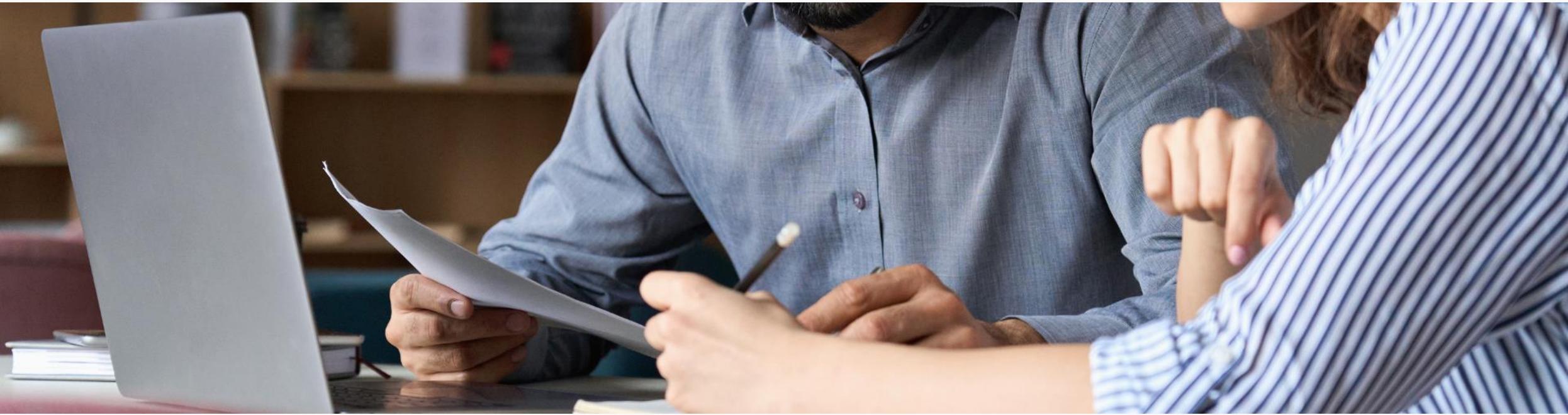
Analyze the Category

Build the Contract

Compliant Purchasing

Business Network

Ariba Modules Overview & Value Proposition

Ariba Sourcing

*"The **main value proposition** of **SAP Ariba Sourcing** is its ability to **digitally transform and optimize strategic sourcing** processes, delivering **cost savings**, **efficiency**, and **supplier collaboration**."*

- Spend analysis
- Category Management
- eSourcing
- Direct Material Sourcing
- Savings & Benefits Tracking

SAP Ariba
Strategic Sourcing

Source to Contract

Value

✓ Accelerated Sourcing Cycles by automating and streamlining RFI / RFP / RFQ processes

✓ Cost Savings & Spend Visibility through competitive bidding in auctions and analytics to identify savings opportunities

✓ Improve Supplier Relationships through enhanced transparency in centralized platform for supplier communication

✓ Increased Compliance & Risk Management by ensuring sourcing policies and approvals are followed

✓ A Scalable & Global solution to support future growth by supporting multi-language and mult-currency sourcing events

✓ Seamless integration with SAP ERP or S/4 and other solutions within the SAP Ariba realm such as SLP, Contracts & Procurement

> Auritas

Ariba Contract Management

> "The **main value proposition** of the **SAP Ariba Contract Management** module is its ability to **digitally manage the entire contract lifecycle**, ensuring **compliance**, **speed**, and **visibility** while reducing **risk** and **manual effort**."

- Contact authoring
- Document collaboration
- eSignature
- Contract repository

SAP Ariba
Contract Management

Source to Contract

Value

✓ Centralized Contract Repository which eliminates version confusion and provides easy access to current and historical contracts

✓ Automates and Streamlines the Contract Management Lifecycle by using workflows, contract templates and clause libraries

✓ Increases Compliance and Reduces Risk by ensuring contracts adhere to company policies and internal approvals

✓ Enhanced Visibility & Analytics through real-time insights on contract statuses, value and performance using intuitive dashboards

✓ Seamless integration with SAP ERP or S/4 and other solutions within the SAP Ariba realm such as SLP, Sourcing & Procurement

Ariba Supplier Lifecycle & Performance

*"The **main value proposition** of **SAP Ariba Supplier Lifecycle and Performance (SLP)** is to provide a **centralized, intelligent, and integrated platform** for managing supplier information, onboarding, qualification, and performance."*

- Supplier self service
- Supplier information management
- Supplier risk

SAP Ariba
Supplier Management

Source to Contract

Value

- ✓ Streamlines the Supplier Onboarding Process through onboarding workflows and reduced manual data entry

- ✓ Cantralizes Supplier Data Management maintaining a single source of truth ensuring data consistency across modules

- ✓ Minimizes Supplier Risk by helping to track supplier certifications or regulatory documents and flags potential areas of risk

- ✓ Provides Supplier Qualification & Segmentation through dynamic questionnaires and scoring models and segmentation by category, region or business unit

- ✓ Provides Supplier Monitoring by capturing Supplier KPIs and help facilitate corrective actions and continuous improvement

- ✓ Seamless integration with SAP ERP or S/4 and other solutions within the SAP Ariba realm such as Sourcing, Contracts & Procurement

Ariba Supply Chain Collaboration

*"The **main value proposition** of SAP Ariba Supply Chain Collaboration (SCC) is to enable **real-time, multi-tier collaboration** between buyers and suppliers across the supply chain, improving **visibility**, **agility**, and **efficiency** in supply chain operations and Direct Procurement."*

- Supplier Managed Inventory
- Consignment inventory
- Refurbish / repair subcontract
- Quality management

SAP Ariba △△
Supply Chain Collaboration

Plan and Forecast

Value

✓ End-to-End Supply Chain Visibility with real-time insigths into supply, demand, inventory and logistics to help reduce blind spots in the direct procurement process

✓ Collaborative Planning & Execution through joint forecasting, order confirmation and inventory management which improves alignment between suppliers and buyers to reduce stockouts and overstock

✓ Reduce Splly Chain Risk by providing early alerts for delays, shortages or quality issues

✓ Improved Supplier Performance with a solution that allows tracking of supplier KPIs and fulfillment metrics to help encourage accountability and continuos improvement

✓ Helps Automate PO Collaboration and reduce manual errors and administrative overhead

✓ Direct integration with SAP and orher Ariba modules

Ariba Buying with Guided Buying

*"The **main value proposition** of **SAP Ariba Buying with Guided Buying** is to **simplify and streamline the Indirect procurement process** for end users while ensuring **compliance, cost control, and policy adherence** for organizations."*

- Guided Buying
- Supplier managed catalogs
- Material reservations
- Spot Buy
- External Labor

SAP Ariba
Buying with Guided Buying

Buy and Deliver

Value

- ✓ Intuitive "Amazon-like UI for employees to easily find and request goods and services which helps increase user adoption

- ✓ Policy Compliance by Design as it embeds procurement policies and supplier catalogs directly into the buying experience

- ✓ Improved Spend Control ny envouraging use of preferred suppliers and pre-negotiated contracts, thus reducing maverick spending

- ✓ Faster Procurement Cycles through streamlined requisition and approval workflows

- ✓ A Scalable & Global solution to support future growth by supporting multi-language, multiple currencies and business units

- ✓ Seamless integration with SAP ERP or S/4 and other solutions within the SAP Ariba realm such as Sourcing, Contracts & Invoice Management

![Auritas logo]

SAP Taulia

*"The **main value proposition of SAP Taulia** is to help organizations **unlock liquidity**, **optimize working capital**, and **strengthen supply chain resilience** through a unified, AI-powered platform that integrates seamlessly with SAP's ecosystem."*

- Dynamic Discounting
- Supply Chain Financing
- Receivables Financing

SAP Ariba **taulia**
Working Capital Management

Invoice and Pay

Value

- ✓ Access to Affordable Liquidity by offering flexible financing options like Dynamic Discounting, Supply Chain Financing and Receivables Financing

- ✓ Enables suppliers to get paid faster & buyers optimize cash flow

- ✓ Manages the full cash conversion cycle: DIO, DSO and DPO and allow companies to simulate and refine working capital strategies

- ✓ Provides real-time visibility into liquidity positions and help decision making through cash forecasting and performance benchmarking

- ✓ Improves supplier relationships by offering predictable payments and financing diversity through a multifunder model

- ✓ Embedded within SAP Business Network and seamless integration to SAP Treasury

Auritas

Thank you.