Addressing SAP Invoice Management: The Right Way

Ariba - OpenText VIM Positioning

Improved Decision Tree

```
                    ┌─────────────────────────────┐
                    │  SAP S/4HANA Private        │
                    │  Cloud or SAP ECC           │
                    └─────────────────────────────┘
              No ◄──────┘                    └──────► Yes
```

SAP S/4HANA Private Cloud or SAP ECC

No → **S/4HANA Public Cloud**

↓

SAP Central Invoice Management

Yes → **Direct Centric**

- **No** → **Significant Indirect over Direct?**
  - **Yes** → **Indirect Centric Invoice Management**
    - Ariba Buying and Invoicing
    - Commerce Automation
  - **No** → **Federated Invoice Management - Hybrid**
    - VIM (Hybrid)
    - Ariba Invoicing (Hybrid)
    - Commerce Automation
    - Ariba Buying with GB

- **Yes** → **Federated Invoice Management**
  - OpenText VIM
  - Commerce Automation
  - Ariba Buying w GB
  - SCC

Customer Scenario: Direct Centric

Invoice Concentration

60-80% — SAP — **20-40%**
Direct Invoices — — **Indirect Invoices**

Multiple Invoice Channels

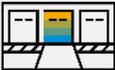Email   EDI or XML (e-invoice)   Network Match

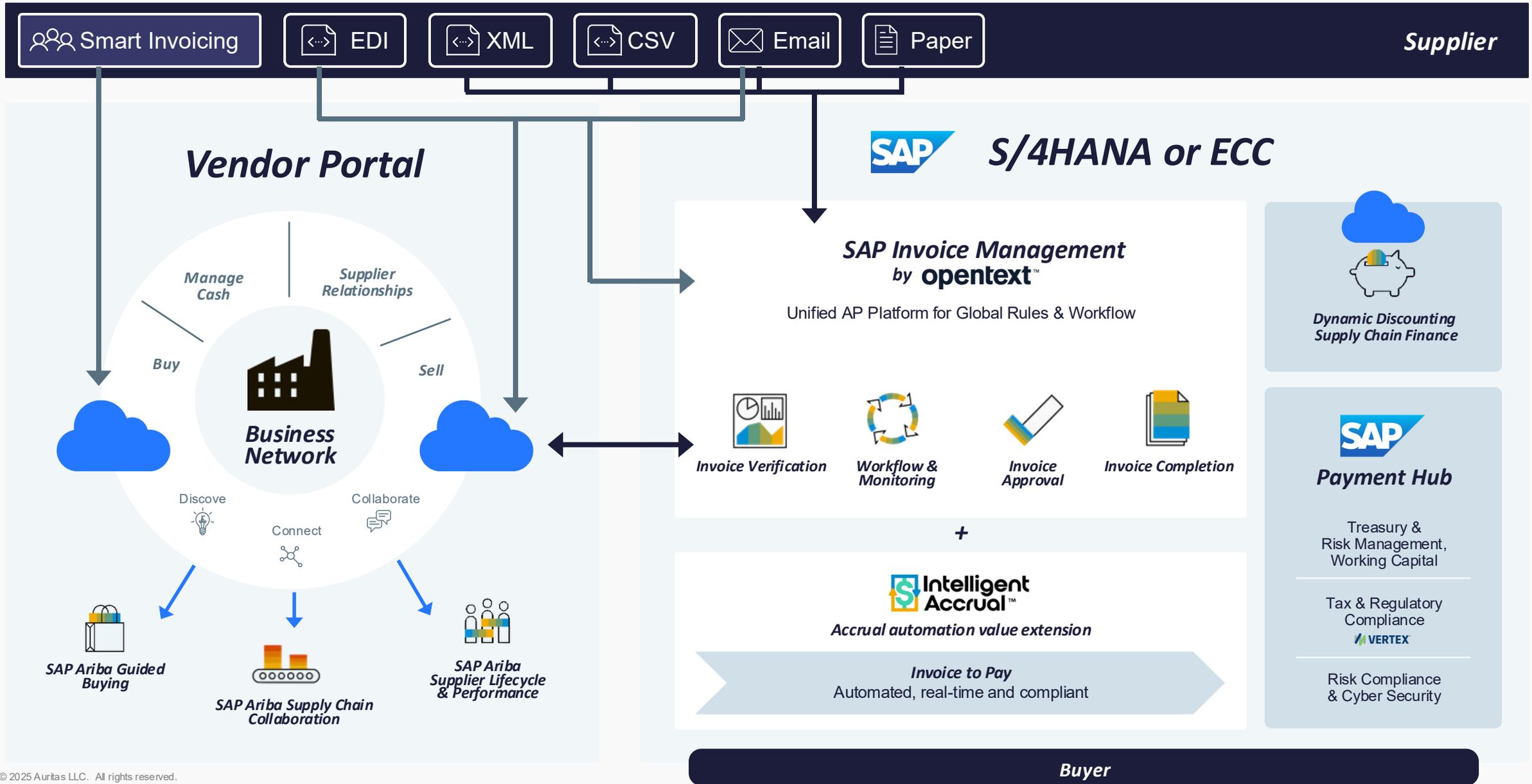## PO Complexity

Scheduling Agreement   Freight Conditions   Warehouse Managed   Contract Invoice

Federated Invoicing: Direct & Indirect

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Supplier

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

Vendor Portal

SAP **S/4HANA or ECC**

Business Network

- Manage Cash
- Supplier Relationships
- Buy
- Sell
- Discove
- Collaborate
- Connect

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

SAP Invoice Management
by **opentext™**

Unified AP Platform for Global Rules & Workflow

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

+

Intelligent Accrual™

Accrual automation value extension

Invoice to Pay
Automated, real-time and compliant

Dynamic Discounting Supply Chain Finance

SAP
Payment Hub

Treasury & Risk Management, Working Capital

Tax & Regulatory Compliance
VERTEX

Risk Compliance & Cyber Security

Buyer

Customer Scenario: Direct Centric

Invoice Concentration

60-80%

Direct Invoices

SAP

20-40%

Indirect Invoices

Multiple Invoice Channels
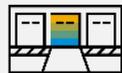
Email

EDI or XML (e-invoice)

Network Match

PO Complexity

Scheduling Agreement

Freight Conditions

Warehouse Managed

Contract Invoice

Value

- Incoming invoice channel flexibility and no disruption to suppliers

- Promote Smart Invoicing (PO Flip)

- 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 delivers high automation and more reactive 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:Indirect Centric

Invoice Concentration

20-30%

Direct Invoices

SAP

70-80%

Indirect Invoices

Multiple Invoice Channels

Email

EDI

Network Match

PO Complexity

Catalog Based

Services

Material Based

Indirect Centric: Invoice Management
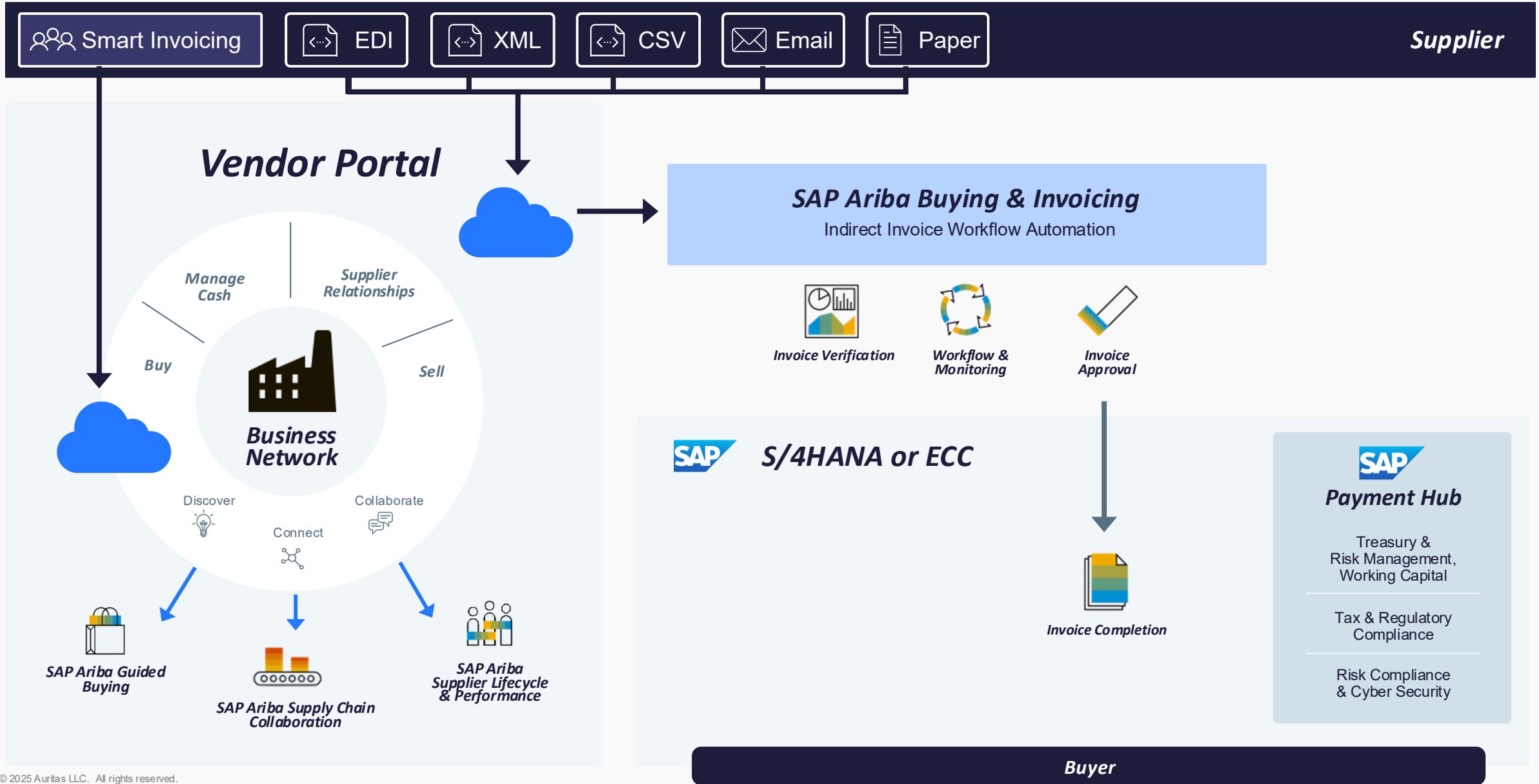
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- Smart Invoicing
- EDI
- XML
- CSV
- Email
- Paper

Vendor Portal

Business Network

- Manage Cash
- Supplier Relationships
- Buy
- Sell
- Discover
- Connect
- Collaborate

SAP Ariba Guided Buying

SAP Ariba Supply Chain Collaboration

SAP Ariba Supplier Lifecycle & Performance

SAP Ariba Buying & Invoicing
Indirect Invoice Workflow Automation

- Invoice Verification
- Workflow & Monitoring
- Invoice Approval

SAP **S/4HANA or ECC**

Invoice Completion

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

Buyer

Customer Scenario:Indirect Centric

Invoice Concentration

20-30%

Direct Invoices

SAP

70-80%

Indirect Invoices

Multiple Invoice Channels

Email

EDI

Network Match

PO Complexity

Catalog Based

Services

Material Based

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:
Direct + Flex Indirect

Invoice Concentration with higher volume

60-80%
Direct Invoices

20-40%
Indirect Invoices

Multiple Invoice Channels
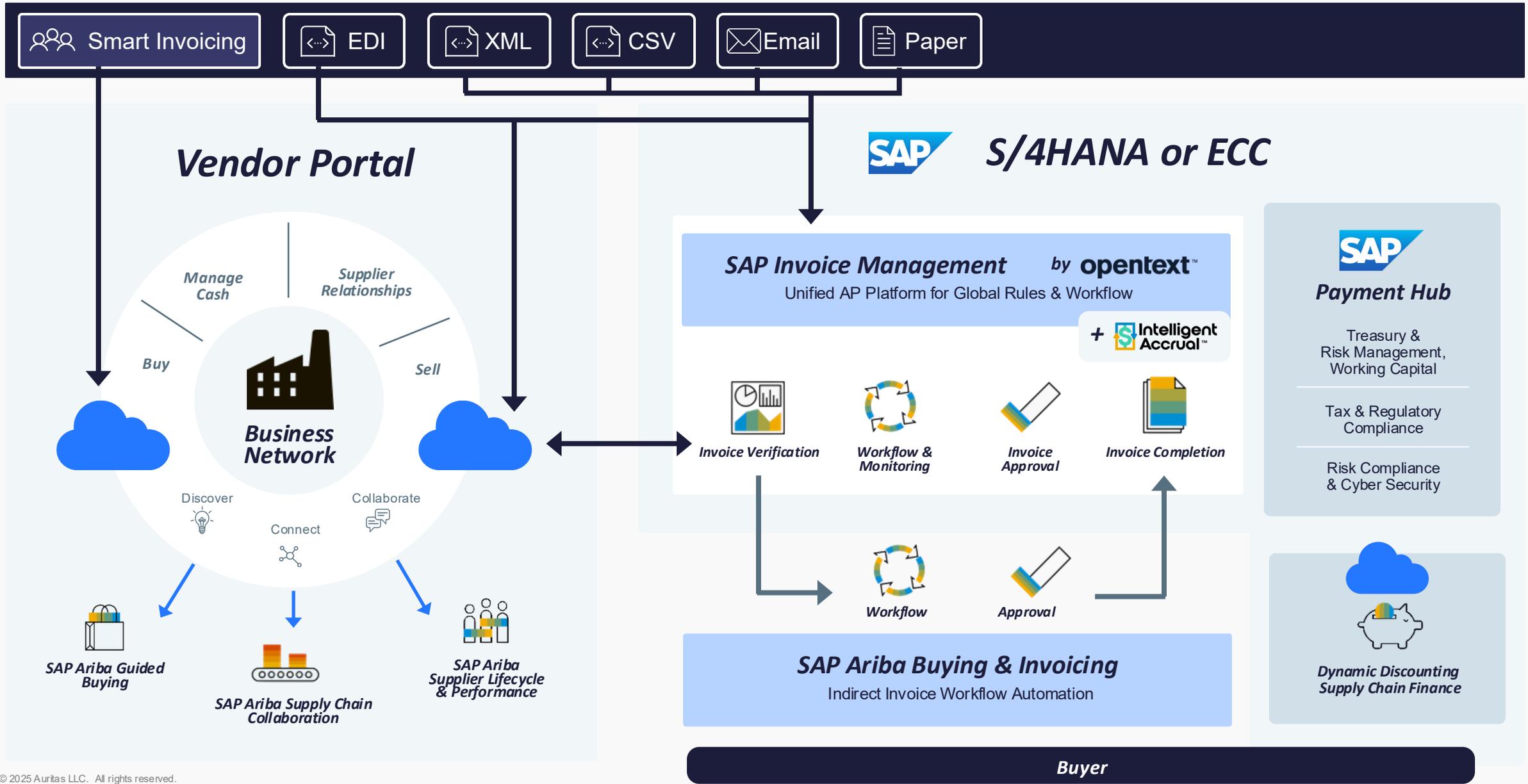
Email

EDI

SAP VIM

Network Match

Ariba Invoicing

Similar to "Federated Invoicing: Direct & Indirect" with the flexibility to reconcile based on where spend originated !
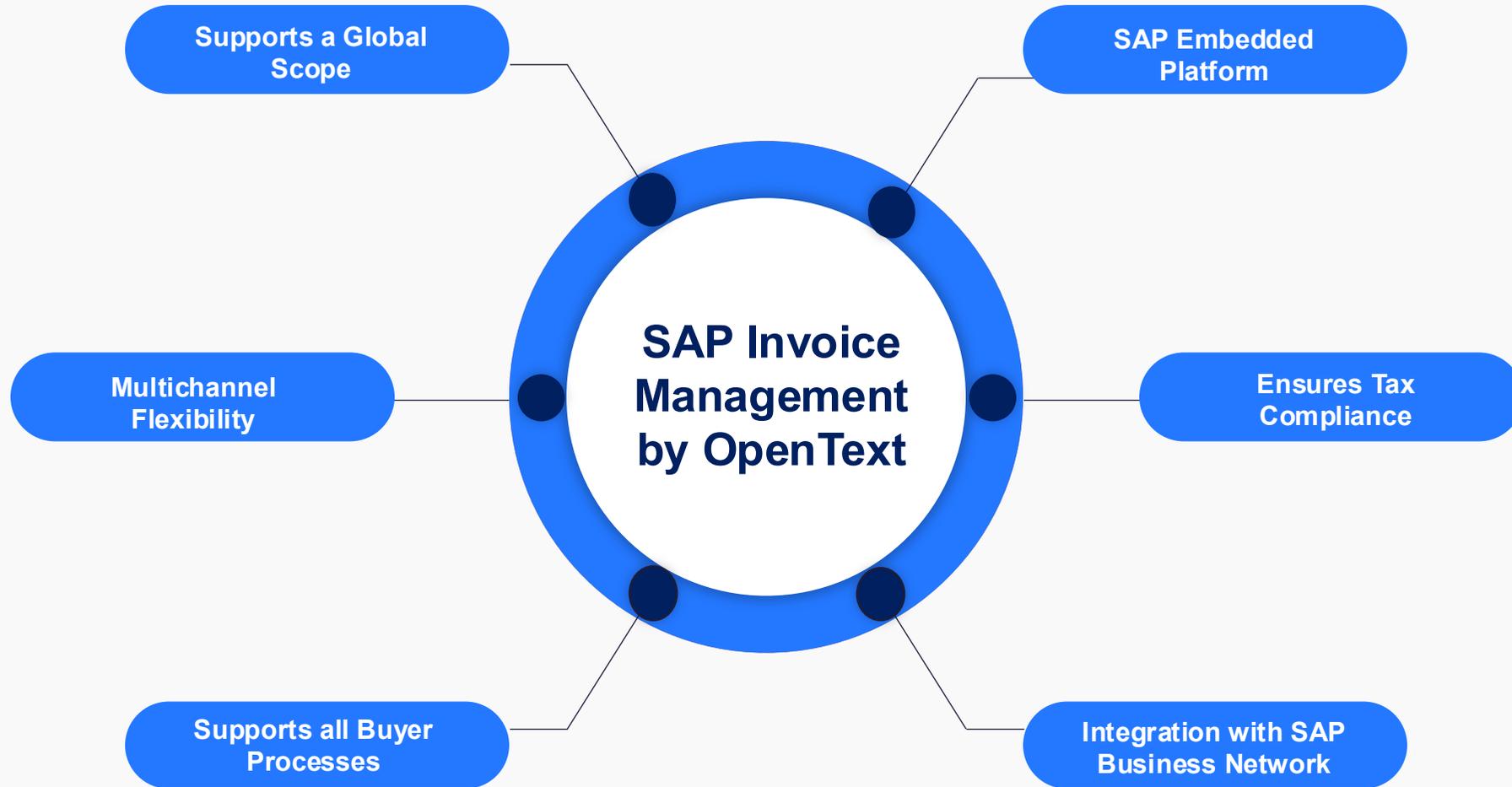
Federated Invoicing **Hybrid**: Direct & Indirect

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Smart Invoicing | **EDI** | **XML** | **CSV** | **Email** | **Paper**

Vendor Portal

SAP **S/4HANA or ECC**

Manage Cash
Supplier Relationships

Buy
Sell

Business Network

Discover
Collaborate
Connect

SAP Ariba Guided Buying

SAP Ariba Supply Chain Collaboration

SAP Ariba Supplier Lifecycle & Performance

SAP Invoice Management *by* **opentext**
Unified AP Platform for Global Rules & Workflow

+ **Intelligent Accrual**

Invoice Verification | Workflow & Monitoring | Invoice Approval | Invoice Completion

Workflow | Approval

SAP Ariba Buying & Invoicing
Indirect Invoice Workflow Automation

SAP **Payment Hub**

Treasury & Risk Management, Working Capital

Tax & Regulatory Compliance

Risk Compliance & Cyber Security

Dynamic Discounting Supply Chain Finance

Buyer

Customer Scenario:
Direct + Flex Indirect

SAP Invoice Management by OpenText & Ariba Invoicing

Invoice Concentration with higher volume

20-30%

SAP

70-80%

Direct Invoices   **Indirect Invoices**

Multiple Invoice Channels

Email   EDI   Network Match

SAP VIM   **Ariba Invoicing**

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

Value

- All the advantages of Federated Invoicing option with the flexibility to reconcile based on PO 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

Automated and Unified Invoice Management

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Supports a Global Scope

SAP Embedded Platform

Multichannel Flexibility

SAP Invoice Management by OpenText

Ensures Tax Compliance

Supports all Buyer Processes

Integration with SAP Business Network

Best Practice for invoice and pay process
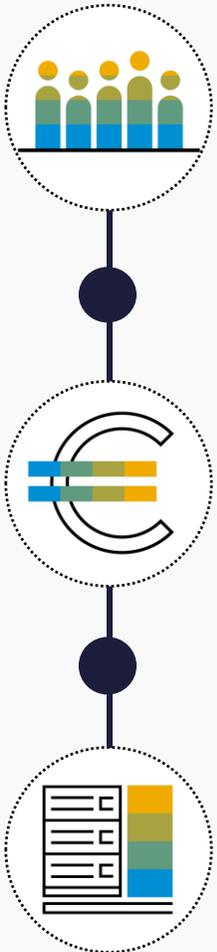
- Promote **electronic invoicing** to streamline and digitize the invoice process

- **Manage business rules in SAP-VIM** for PO complexity, localization and tax rules

- **Intelligent process automation** through OpenText Core Capture with artificial intelligence (AI) and machine learning

- Touchless automation -> Allow AP to focus on **value-added tasks**

- End-to-end **invoice collaboration** with all trading partners enabled via Network

- More sustainable, lower-risk **relationships with suppliers**

- Better **detection and avoidance** of erroneous or fraudulent activities

- **Early payment benefits** or other payment options like supply chain financing (SCF) or virtual cards

- **Automated Invoice Accrual** for accounting efficiency and quick close

Sales Motions

Motion	Description	Target Audience	CTA
IM → P2O	Customer has well automated invoice processing heavily reliant on OCR. Typically, 50-65%.	OpenText VIM Install base without ISBN. Target: Procurement, Supply Chain, CPO	Promote Smart Invoicing + Supply Chain Financing + Accrual Automation
P2O → P2P	P2O Customer with low levels of invoice automation.	ISBN without OpenText VIM Target: Finance, Accounts Payable	Promote Finance Efficiencies with VIM + Accrual Automation
Taulia Motions	ISBN or VIM customers not extending Supply Chain Financing	Any ISBN or VIM Customer Target: Finance, Treasury	Promote Supply Chain Financing
Automation Motion	Ariba B&I customers with low efficiencies for Finance (AP)	Ariba B&I with low invoice automation Target: Finance	Promote Finance Efficiencies with VIM + Accrual Automation

Auritas

Thank you.