

Source-to-Pay: Transitioning Towards an Intelligent Spend Management Agenda

iENT202

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Speakers

Las Vegas

September 24–27, 2019

Manish Jaiswal

Barcelona

October 8-10, 2019

Srujan Gogineni

Bangalore

November 13-15, 2019

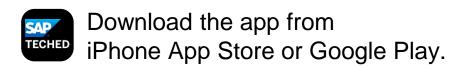
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Agenda

Intelligent Enterprise Framework

Source-To-Pay

- Overview
- Technology Highlights

Demo

Key Take Aways

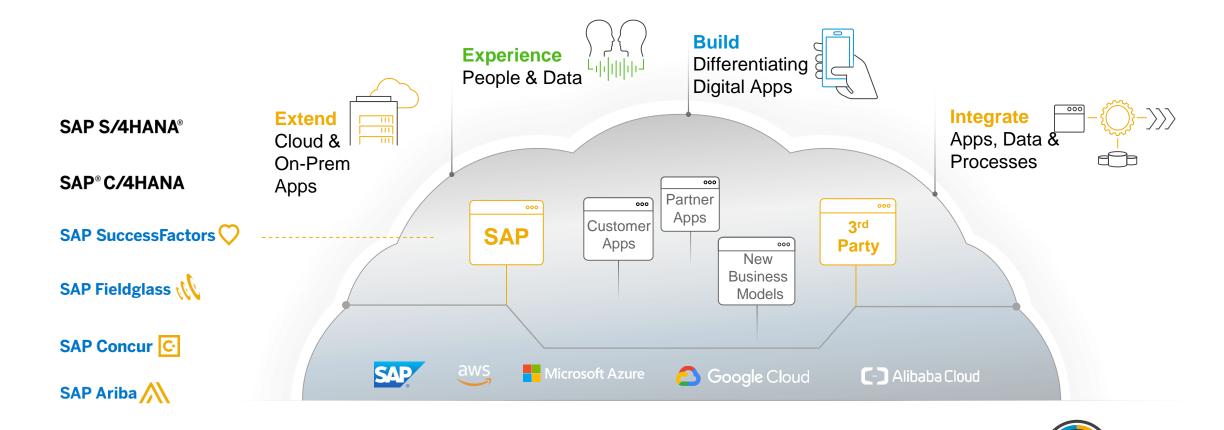
Q&A

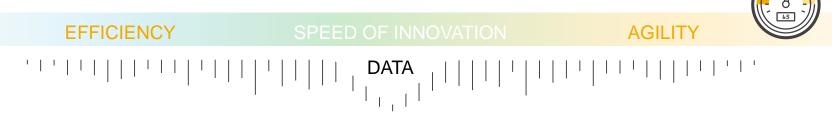


Intelligent Enterprise

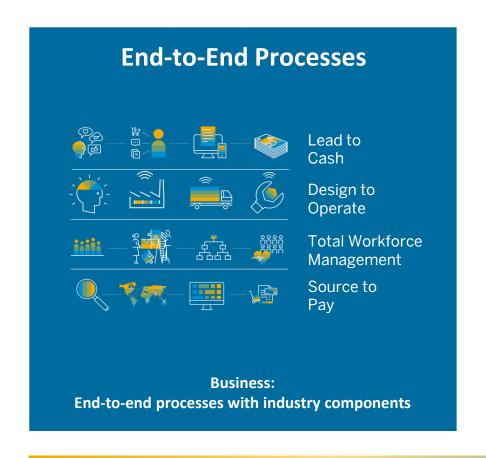


The Intelligent Enterprise is more than ERP





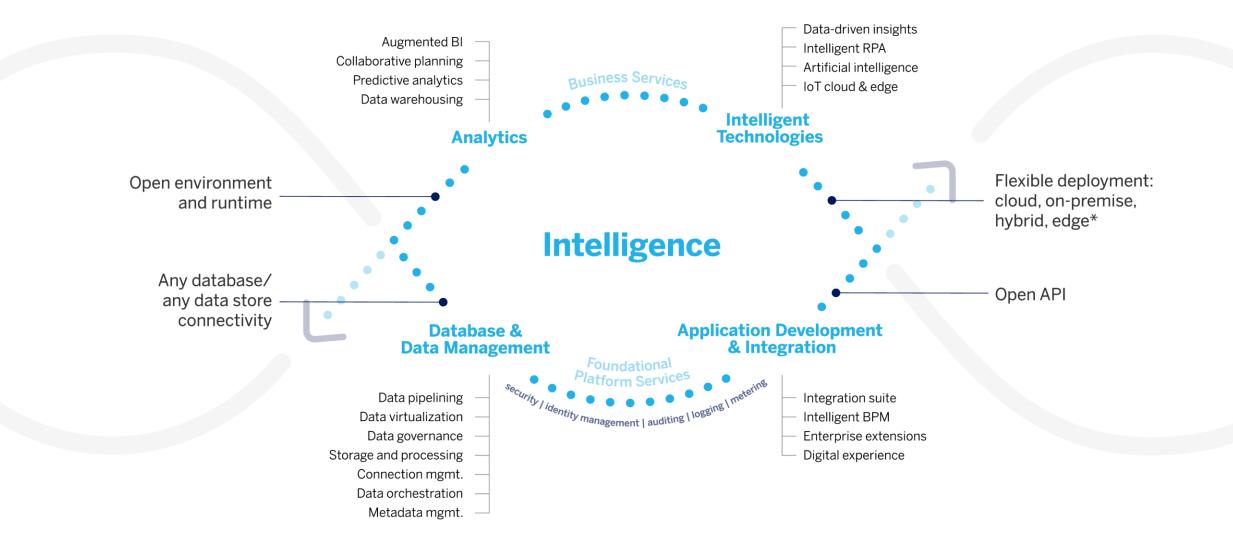
DELIVERING the Intelligent Enterprise Strategy and Vision





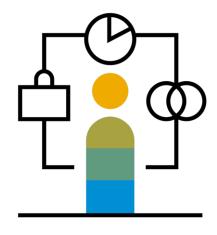
Vision Strategy

Business Technology Platform



^{*}Services availability may change per deployment model and laaS vendors

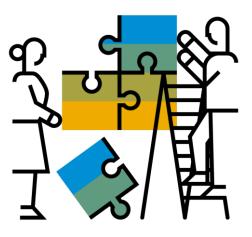
Intelligent Enterprise Suite – business outcomes



Redefine the endto-end customer experience



Deliver a step change in productivity



Transform workforce engagement

Agenda

Intelligent Enterprise Framework

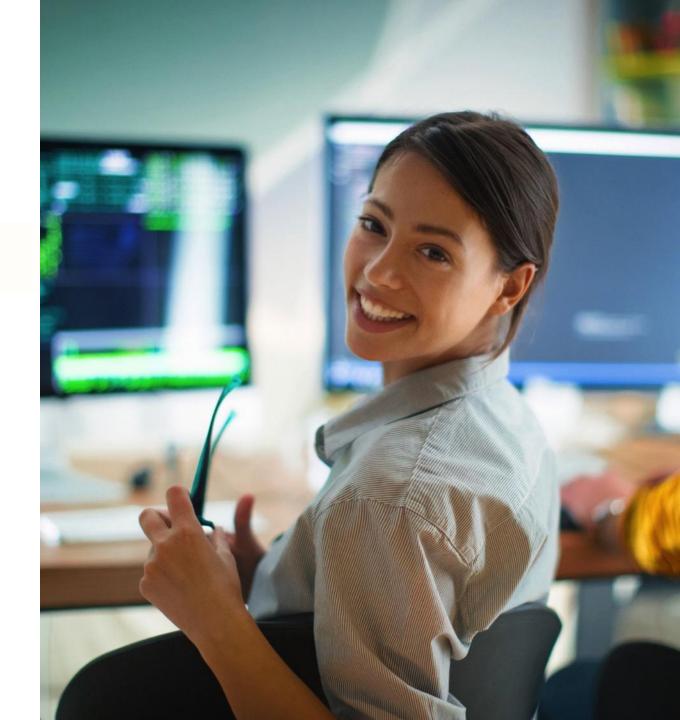
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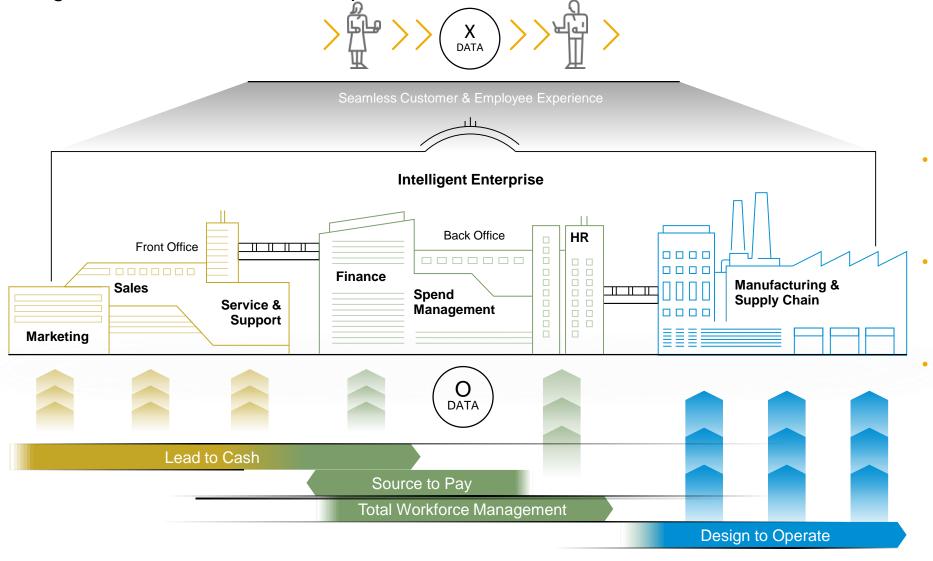
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The Intelligent Enterprise

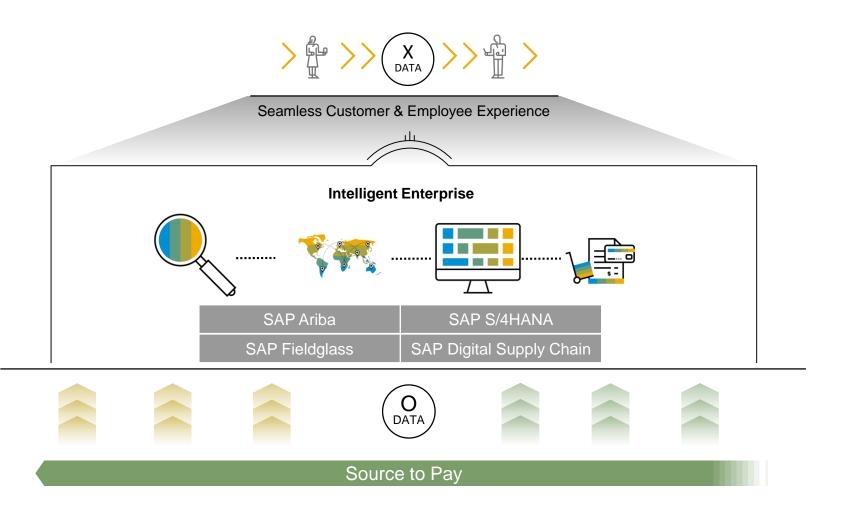
Integrated end-to-end business processes for the entire value chain



- Complete end-to-end processes across the entire value chain
- Focused execution along four key end-to-end processes
- Seamless experience based on standardized technologies

The Intelligent Enterprise

Integrated end-to-end Source to Pay process



Source to Pay comprises two critical business areas for any company:

- Sourcing as the strategic process of ensuring, e.g. that the right suppliers get chosen
- Intelligent procurement to streamline procurement processes, shrink costs, increase profits

Source to pay – process overview

Source and Contract



Define and create the category strategy



Identify and source material and service needs



Negotiate & manage contracts with trading partners

Plan and Forecast



Plan and forecast demand for goods, services and resources

Buy and Deliver



Initiate a request for purchasing goods & services



Execute **orders** for goods & services



Deliver & receive goods & services



Create/manage the invoices and credit memos



Invoice and Pay

Apply early payment options



Pay trading partners for goods delivered and services rendered

Trading Partner and Risk Management



Vet and manage trading partner relationships



Minimize **risks** associated with trading partners

Analytics and Intelligence



Leverage analytics and AI/ML to improve source to pay process execution

Trading Partner Collaboration



Source to pay visibility and collaboration among trading partners



Business rules, application and network Integration

Agenda

Intelligent Enterprise Framework

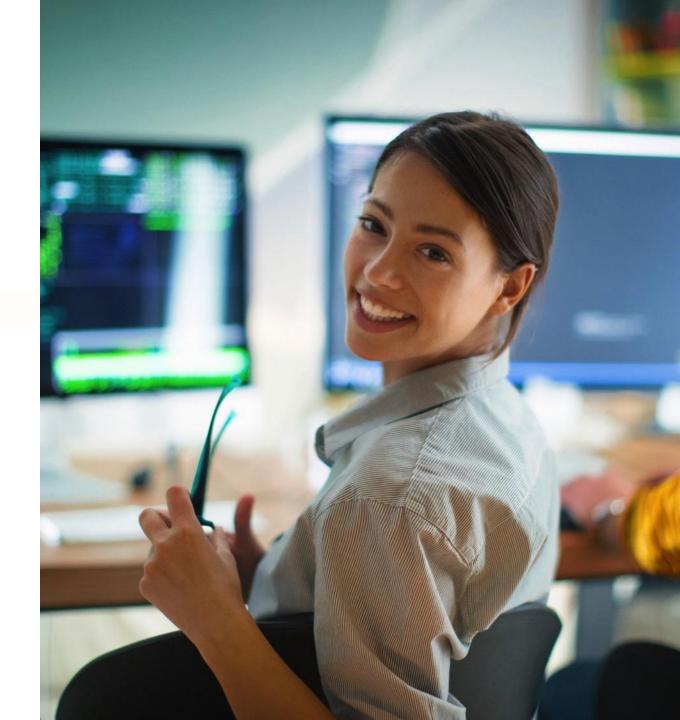
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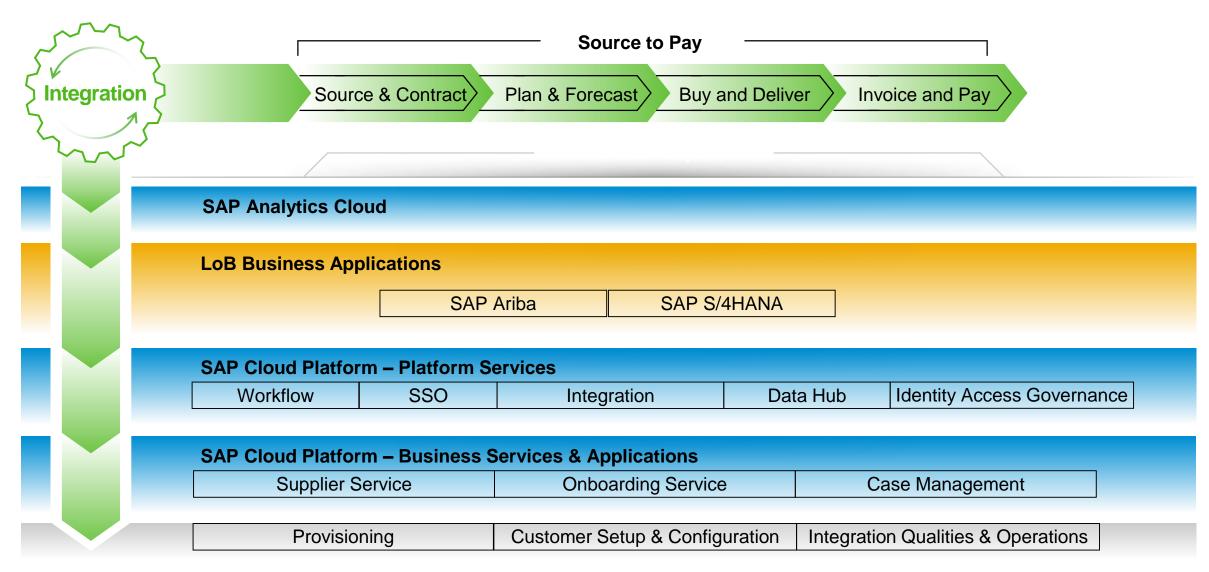
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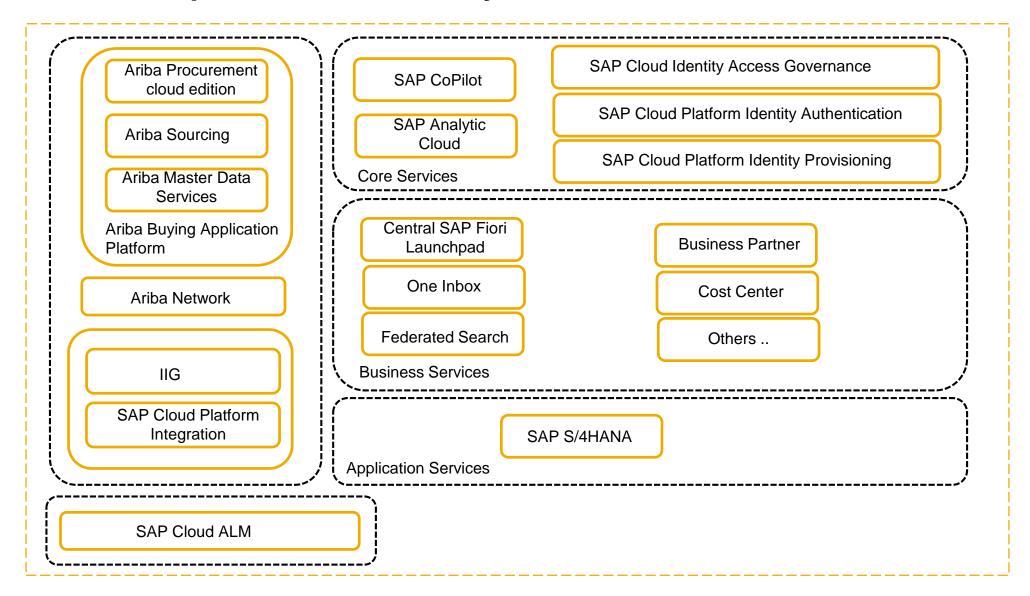


From integration to integrated business processes

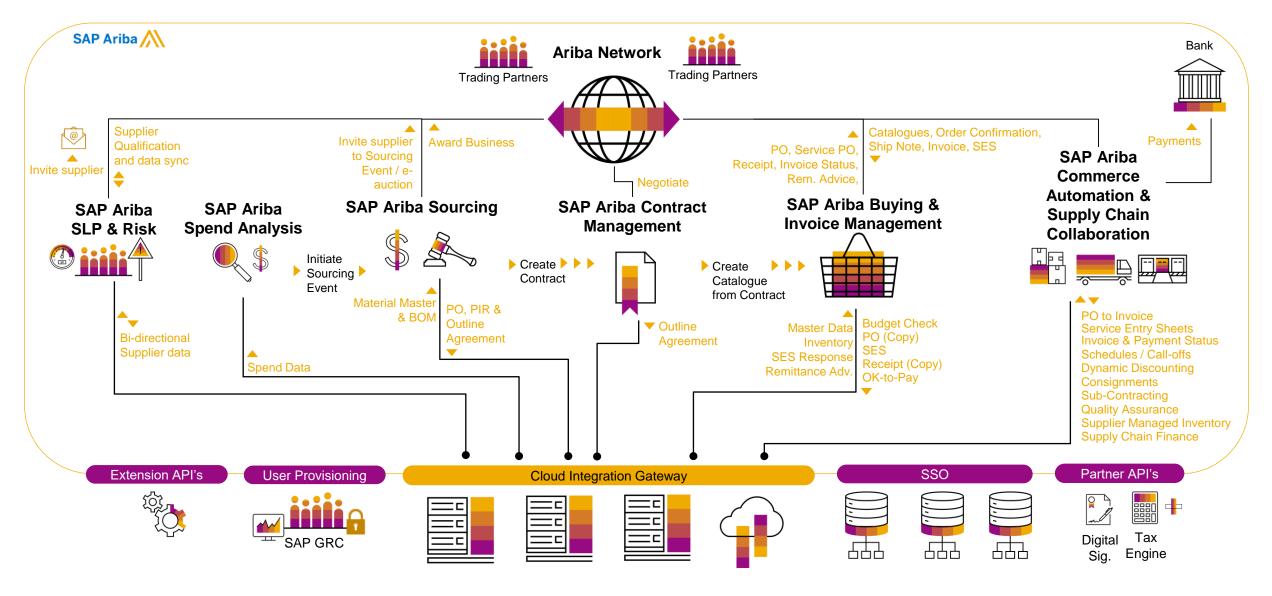
Illustrative high-level view for Source to Pay



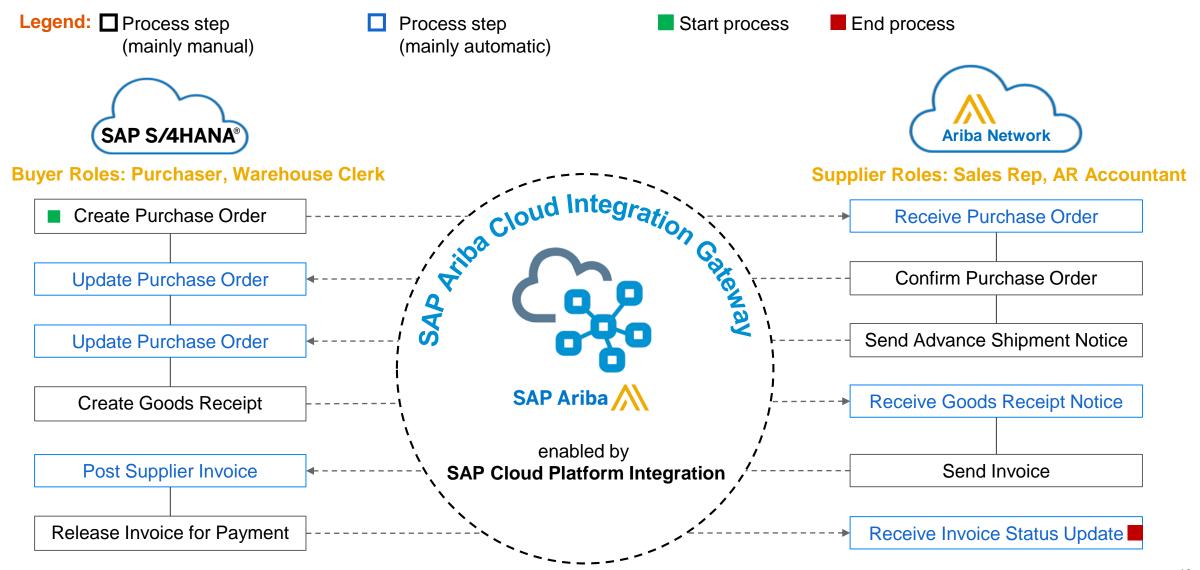
System landscape for Source to Pay



Source to Pay – data flow

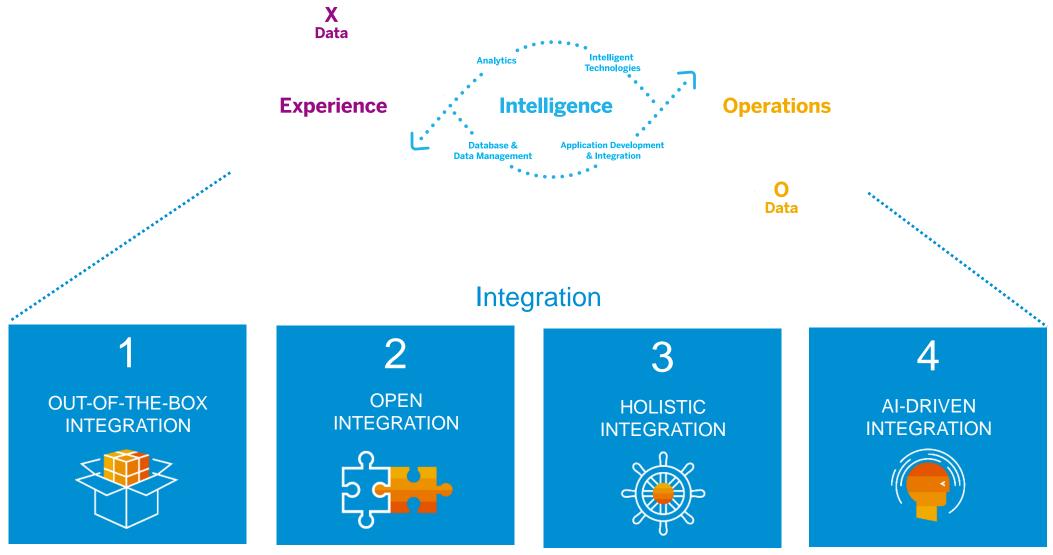


Integration of SAP S/4HANA Cloud with SAP Ariba Commerce Automation



SAP Integration Strategy for the Intelligent Enterprise

Key principles



Build the Intelligent Enterprise - Source to Pay Roadmap Excerpt



Functional Enhancements

- Guided Buying integration with SAP S/4HANA Procurement
- SAP S/4HANA for central procurement for contracts, purchasing and analytics
- Operational Reporting API for sourcing Support for additional reportable Fields
- Pricing conditions for volume and time breaks in Contracts
- Spot Buy support as an additional marketplace
- New Invoice PDF for suppliers and buyers



Functional Enhancements

- Introduction of indigenous, minority based marketplace partners for Spot Buy
- Support for Lean Services for Guided Buying and SAP S/4HANA Procurement
- Enhanced Team access control for two-envelope bidding procedure
- End to End support for SAP Ariba solutions (Sourcing, Quote Automation, Guided Buying and Commerce Automation with SAP S/4HANA Cloud & SAP Ariba Cloud Integration Gateway)
- SAP S/4HANA Central Procurement for sourcing



One Master Data

Trading Partner Collaboration as Service

2019

- Dynamic pricing support and APIs for content lookup and elimination of item redundancy in Catalog and CMS
- Domain Model Alignment: Supplier Model Definition



Functional Enhancements

- New e-signature API to support any signature provider
- Invoice as a Service
- Support for MRO Inventory Reservation with Guided Buying and SAP S/4 HANA Procurement
- OCR integration for Contracts
- End to End support for Contract Management with SAP S/4HANA Cloud leveraging SAP Ariba Cloud Integration Gateway



One Master Data

Domain Model Adoption and Master Data Services

TODAY



Seamless UX

- · Enhanced catalog approval workflow experience
- Enable custom rules as preconditions in purchase requisition workflows



Seamless UX

- Unified Supplier Experience
- Enhanced Guided Buying checkout experience, continued Fiori adoption and fully integrated Spot Buy experience
- Harmonized User Experience for SAP Ariba and SAP S/4HANA



Intelligence & Analytics

- Guided Buying Item Recommendation for end user
- Network API's for PO, Invoice and Shipments



Integration Excellence

- Identity & Access Management
- Identity Provisioning and Life Cycle management
- Automated Provisioning
- Aligned Business APIs
- Integration Monitoring: Handling of SAP passport for SAP Ariba and SAP S/4HANA



Seamless UX

2020

- New user experience for Contracts
- New Trading Partner portal landing page for Sourcing & Contracts



Intelligence & Analytics

- Intelligent contract repository
- Operational Analytics for Network leveraging SAP Analytics Cloud
- Qualtrics @ Guided Buying for end user experience and adoption analysis
- Intelligent Sourcing event creation, recommendations and dashboard feeds



Integration Excellence

- Aligned Business APIs for contracts
- Enhanced Integration Monitoring support across the business process

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Intelligent Enterprise Framework

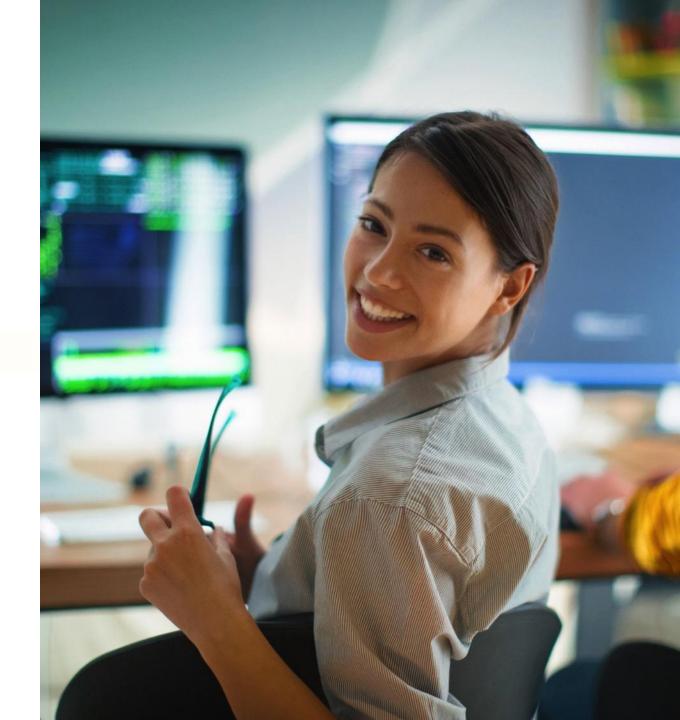
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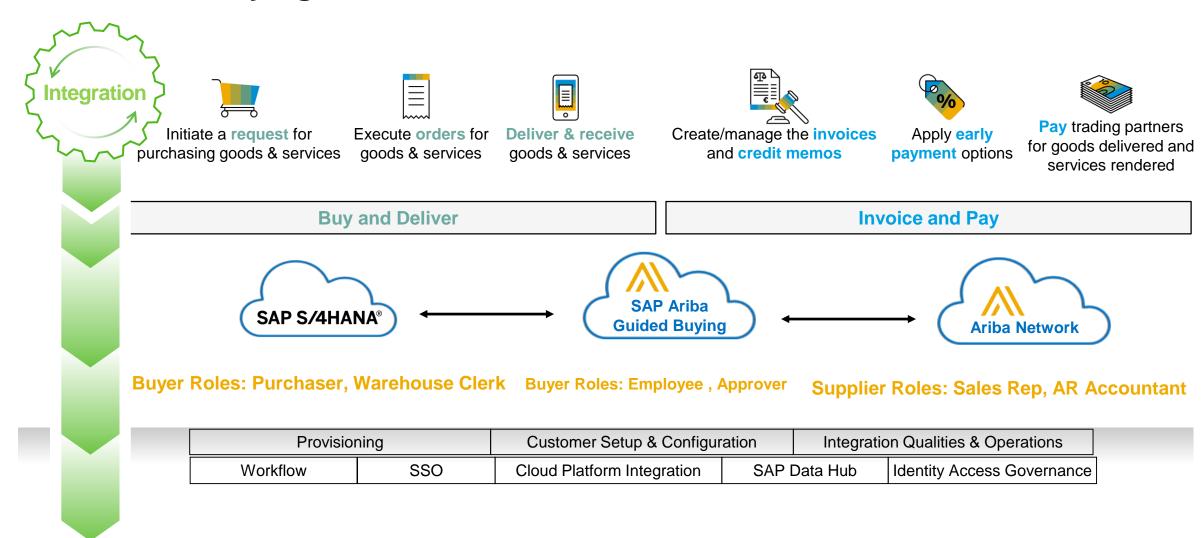
S2P Guided Buying Demo

Ariba Network

SAP S/4 HANA

Demo Recording Backup

Ariba GB



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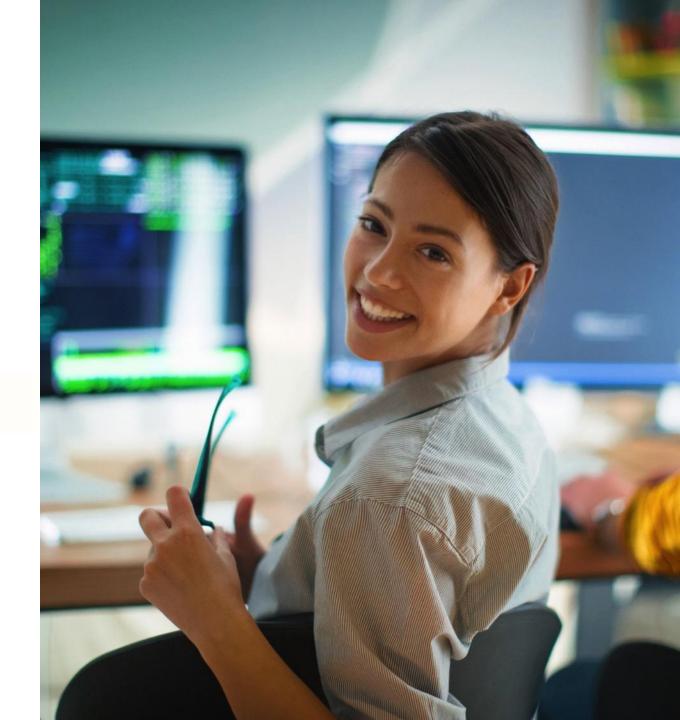
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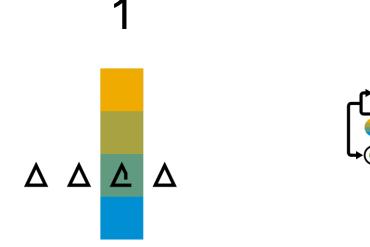
Key Take Aways

Q&A



Source-to-Pay: Transitioning Towards an Intelligent Spend Management

Key take aways



Key Building Blocks

2



Harmonized Experience

3



Embedded Intelligence 4



Unified Integration

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Intelligent Enterprise Framework

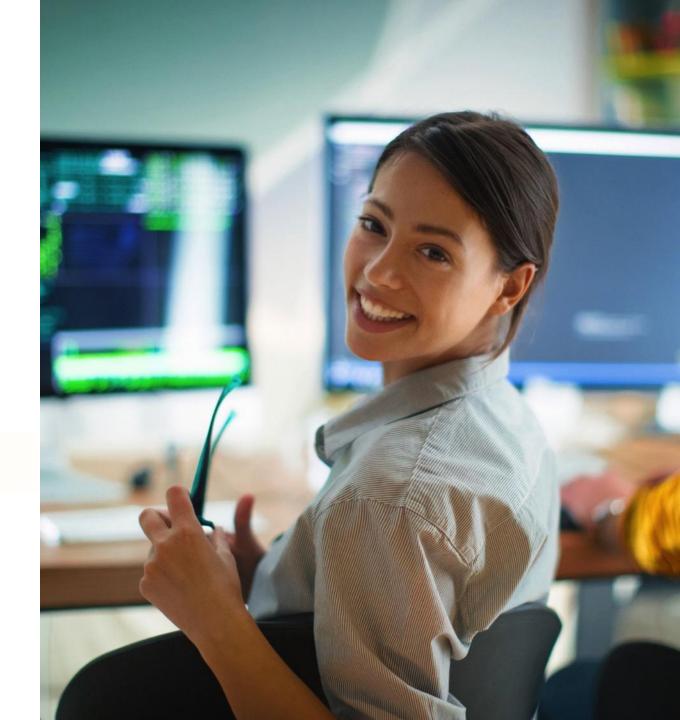
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Key Take Aways

Q&A



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SAP products: https://www.sap.com/products/e-procurement.html



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Contact for further topic inquiries

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