



SAP Ariba 

A Day in the Life of a Buyer on SAP Ariba Solutions

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PUBLIC

THE BEST RUN 

Agenda

Welcome and Session Objectives

Meet Our Buyer on SAP Ariba: NiSource Inc.

Let's Dig into What Matters Most

Open and Encouraged Q&A Throughout

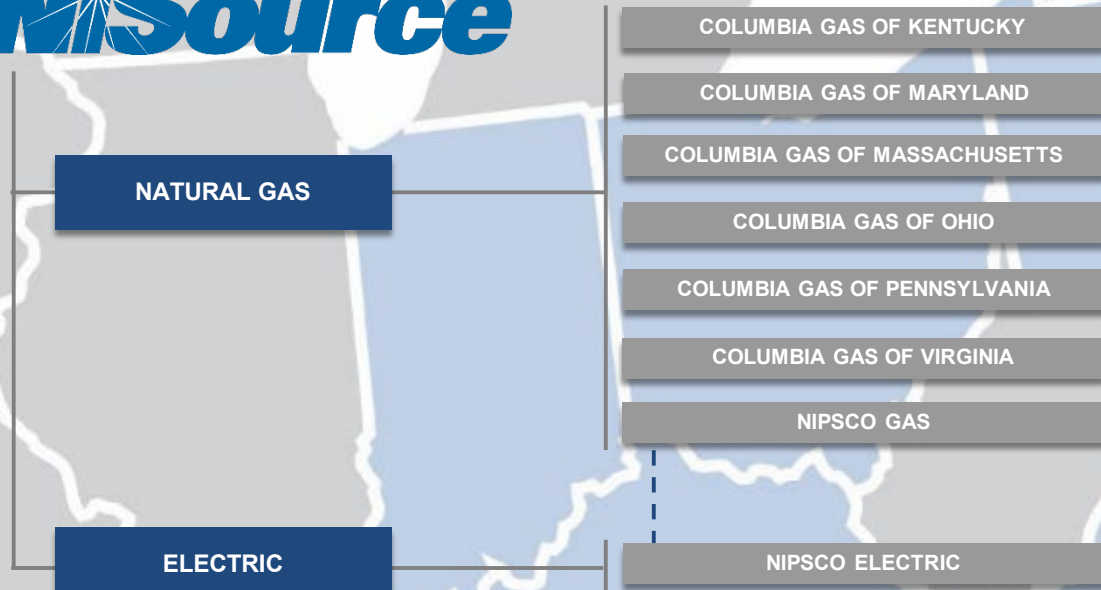
**“The business of business is
people.”**

Herb Kelleher, Founder, Southwest Airlines

Meet our buyer guest: NiSource

Premier regulated utility business

Operating in diverse footprint with constructive stakeholder relationships



SIGNIFICANT SCALE

ACROSS SEVEN STATES

~3.5M Gas Customers

~500K Electric Customers

~8000 Employees

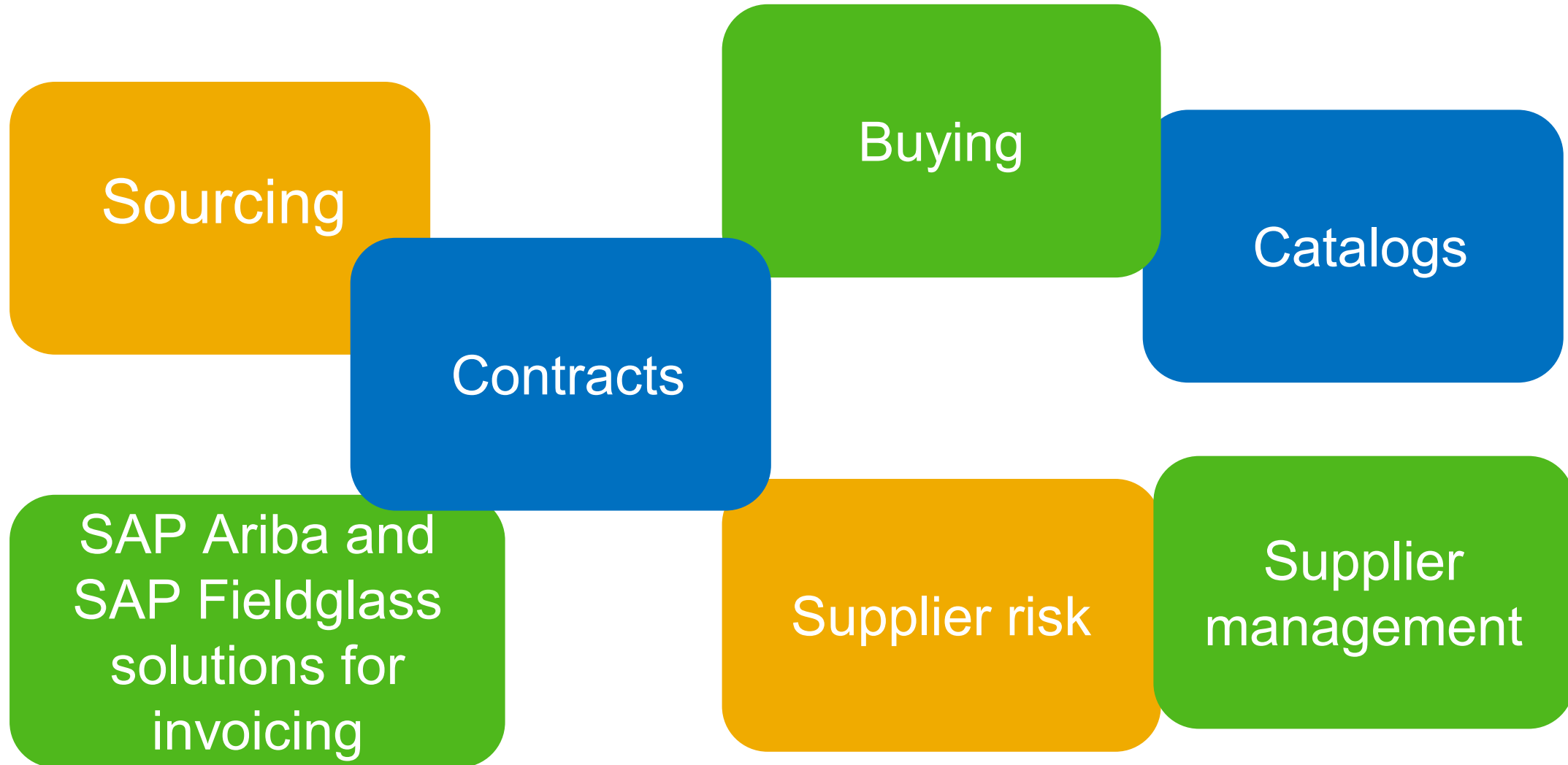
NI
LISTED
NYSE

Delivering on commitments to customers, communities, employees, and investors

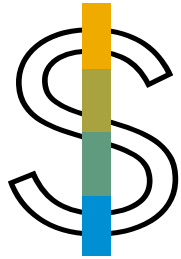
* Estimated total shareholder return at a constant P/E ratio

What's the journey like?

How is NiSource collaborating with its suppliers



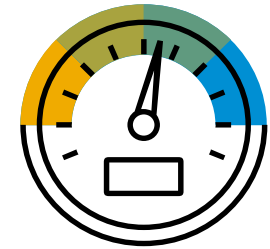
What matters most to suppliers?



Drive revenue, accelerated sales cycles, new business opportunities



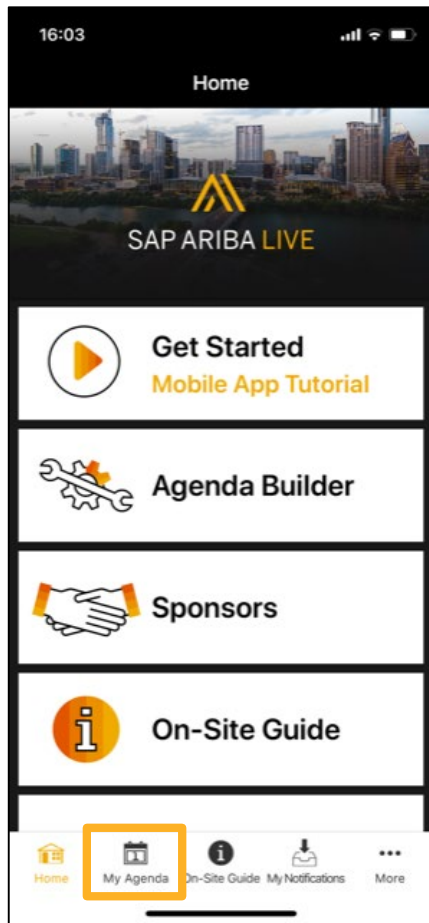
Customer retention and satisfaction



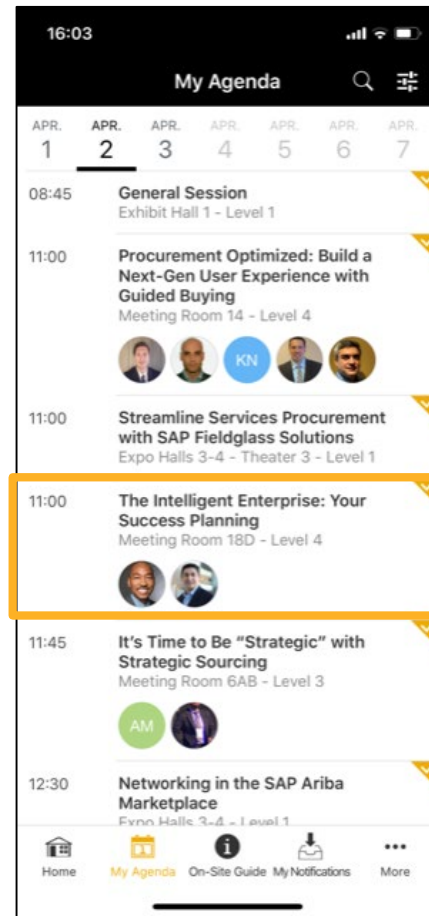
Enhanced efficiency and less rework

Please complete the session survey

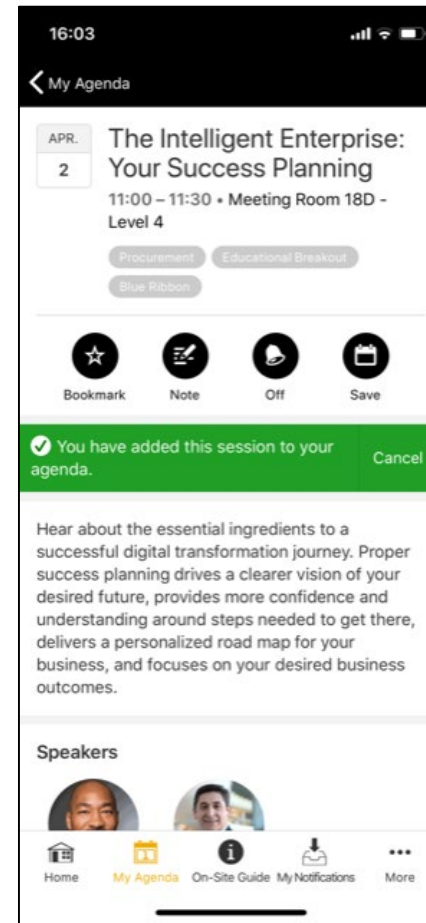
Open Agenda



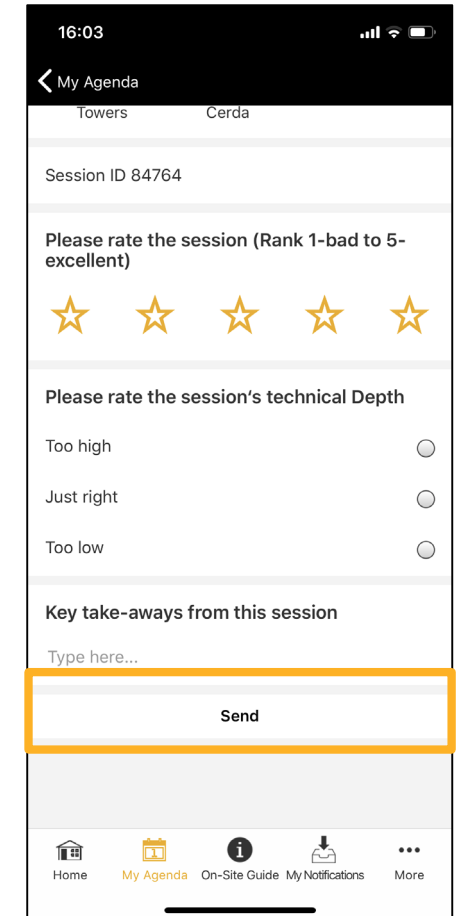
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Thank you.

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