



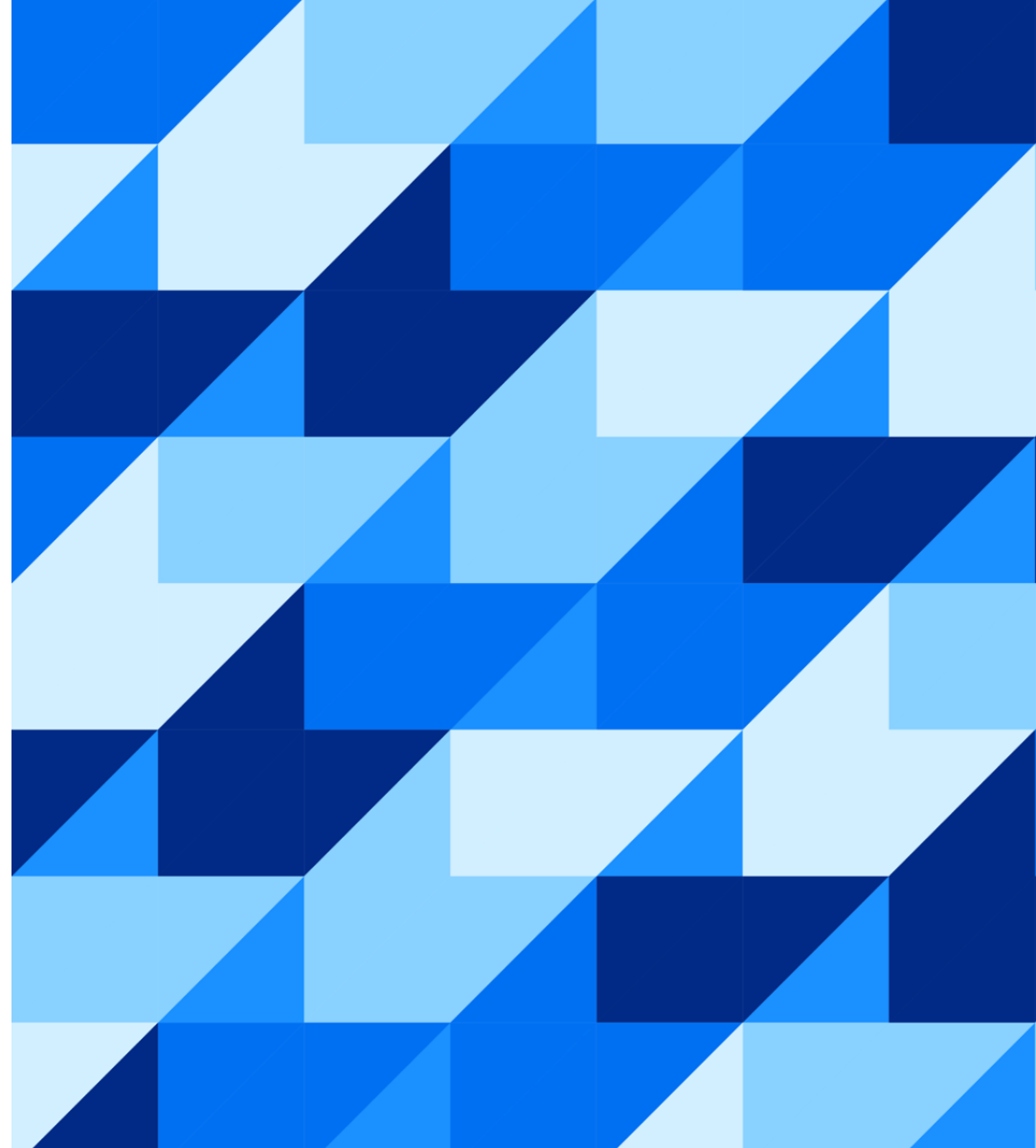
# Thought Leadership

## Transform Business Performance

Source To Pay

May, 2024

Public



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# Agenda

- 01 Introduction
- 02 Today's business challenges and how digitized business processes boost supplier engagement
- 03 Suite qualities that enable Source To Pay from end-to-end
- 04 Next steps  
How to build your specific scenario for your supplier engagement processes  
How SAP can help you

# 01 Introduction

# Introductions

**Tilo Karschunke**

Director, Global CoE, Intelligent Spend & Business Network



**Sven Esser**

Enterprise Customer Success Manager



**Heiko Mauersberg**

Regional Vice President  
Customer Success Strategy & Transformation



**Jimmy Wei**

Senior Director, Cross-Product Strategy



**Kai Wussow**

Head of Digital Transformation  
Business Transformation Services



# 02 Today's Business Challenges And How Digitized Business Processes Boost Supplier Engagement



# What Is On CxO's Agenda's In Source To Pay...

- ... spend visibility
- ... risk management
- ... cost saving
- ... category management
- ... sustainability innovation
- ... total workforce management



# What Is On CxO's Agenda's In Source To Pay...



[Summary](#)

[Full report](#)

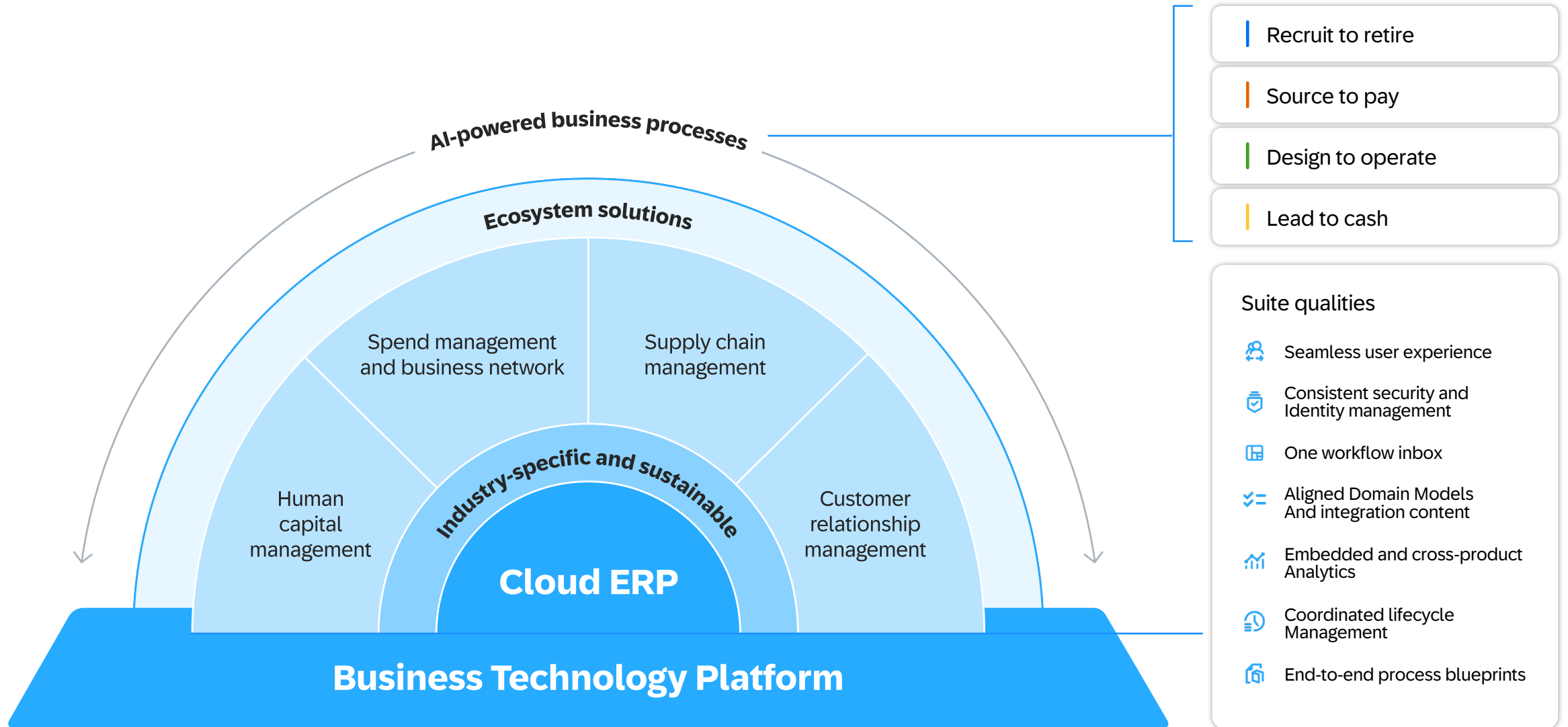




## What If...

- ... “Best of Breed” and “Best of Suite” have a single answer
- ... digital processes are end-to-end integrated
- ... analytics within a process and across look & feel the same
- ... tasks of any kind are manageable in a single interface

# SAP Portfolio | End-To-End Processes And Suite Qualities



# SAP Source To Pay **Value Levers**

## How SAP Business Processes Can Help



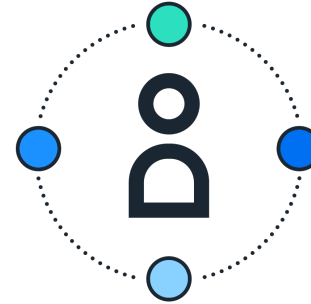
### ALL SPEND:

Take control of every category



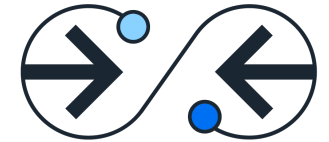
### ALL TRADING PARTNERS:

Create a collaborative experience outside of your four walls



### UX REIMAGINED:

Use data-driven intelligence and relevant, reliable, responsible business AI to create personalized and intuitive experiences to drive action



### IN-DEPTH INTEGRATION:

Enhance core processes with functional expertise

# End-To-End Business Process Outcomes

## Indirect Spend Visibility

MARY KAY®

95%  
of enabled supplier spend  
managed

70%  
of supplier invoices now digital

75%  
of addressable spend  
channeled through SAP Ariba  
solutions

[Read the Success Story](#)

## System and Business Process Integration

Vestas®

>€20 million  
estimated savings over the next  
5 years, through supply chain  
collaboration and enablement  
of end-to-end transparency

7%  
savings delivered through e-  
auctions across categories

[Read the SAP Innovation Award 2024 story](#)

[Read the Business Transformation Study](#)

## Digitalizing Global Procurement Processes

 DSM

>50,000  
POs annually digital end-to-end

75%  
of POs transmitted  
electronically to SAP Business  
Network to enabled suppliers

4,778  
suppliers onboarded to SAP  
Business Network

[Read the Success Story](#)

# Source To Pay: Process Flow

## Source and Contract

## Plan and Forecast



### Analytics

Report and understand all spend and identify value lever



### Category Management

Define and create the category strategy



### Sourcing

Identify material and service needs and discover market capable suppliers



### Contracting

Negotiate & manage agreements with partners and suppliers



### Forecast

Plan and forecast demand for goods, services and resources

## Buy and Deliver

## Invoice and Pay



### Request

Initiate a Request for purchasing goods & services



### Order

Execute Orders for goods & services



### Deliver

Deliver & Receive goods & services



### Invoice

Create & Manage the invoices and related payments



### Early Payment

Apply early payment options



### Pay

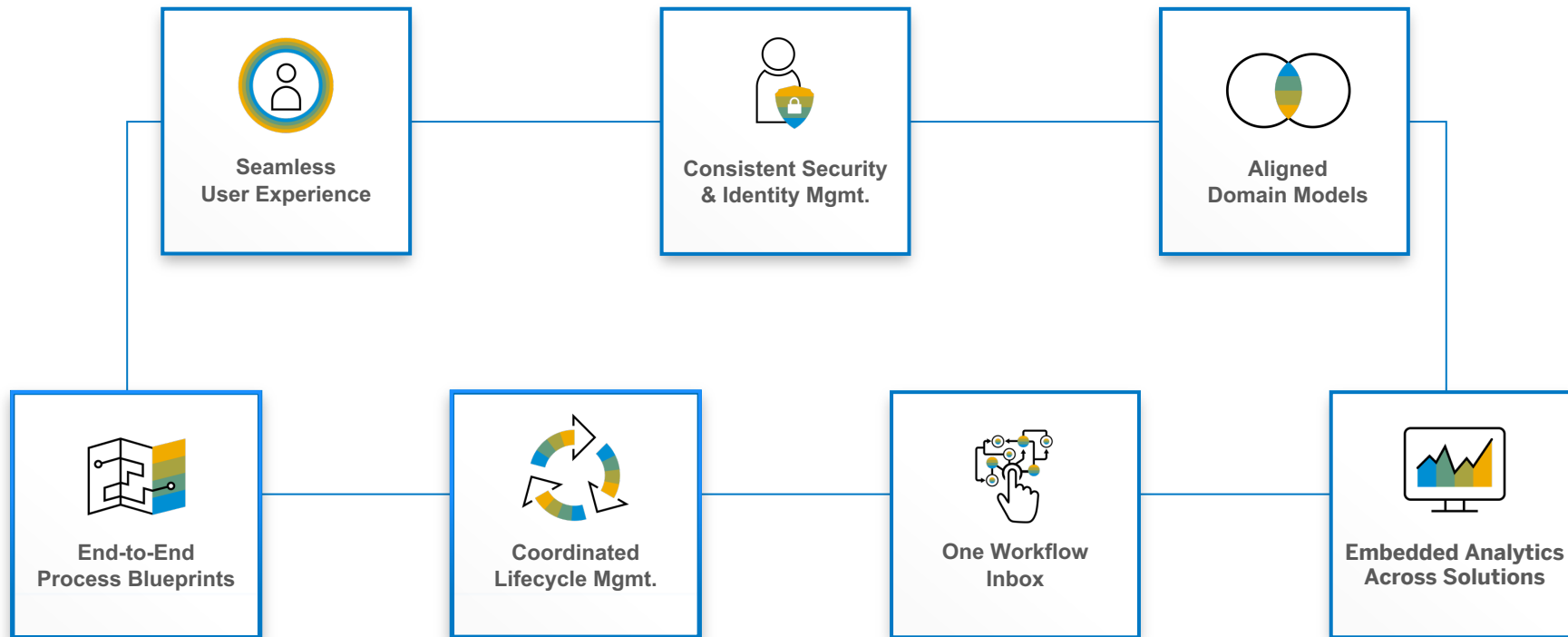
Pay suppliers for contract performance/delivery

# 03 Suite qualities that enable Source To Pay from end-to-end

# Suite Qualities

## Unlocking Business Potential with SAP

Implemented across end-to-end business processes delivered by SAP Business Technology Platform to unify user experience, security, workflow inboxes, data semantics, analytics, lifecycle management, and process architectures.





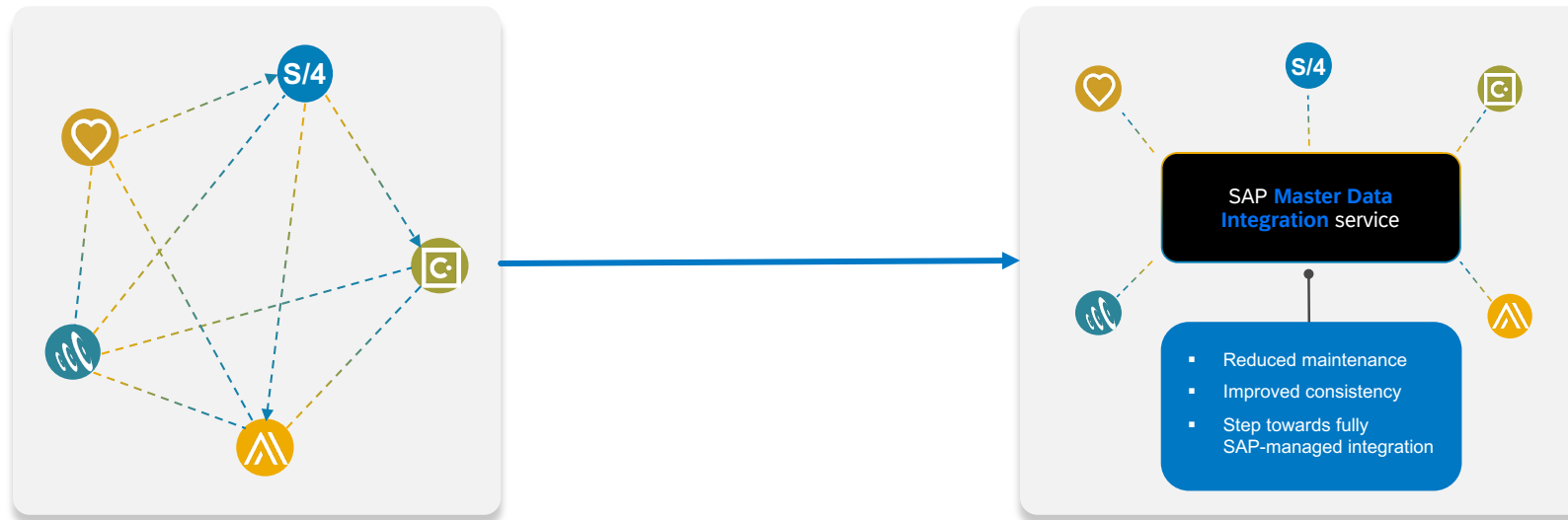
Source to Pay  
BUSINESS PROCESS INTEGRATION

# Aligned Domain Models & Integration Content

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# Aligned domain models: Master Data Integration service



A common understanding of data across SAP applications

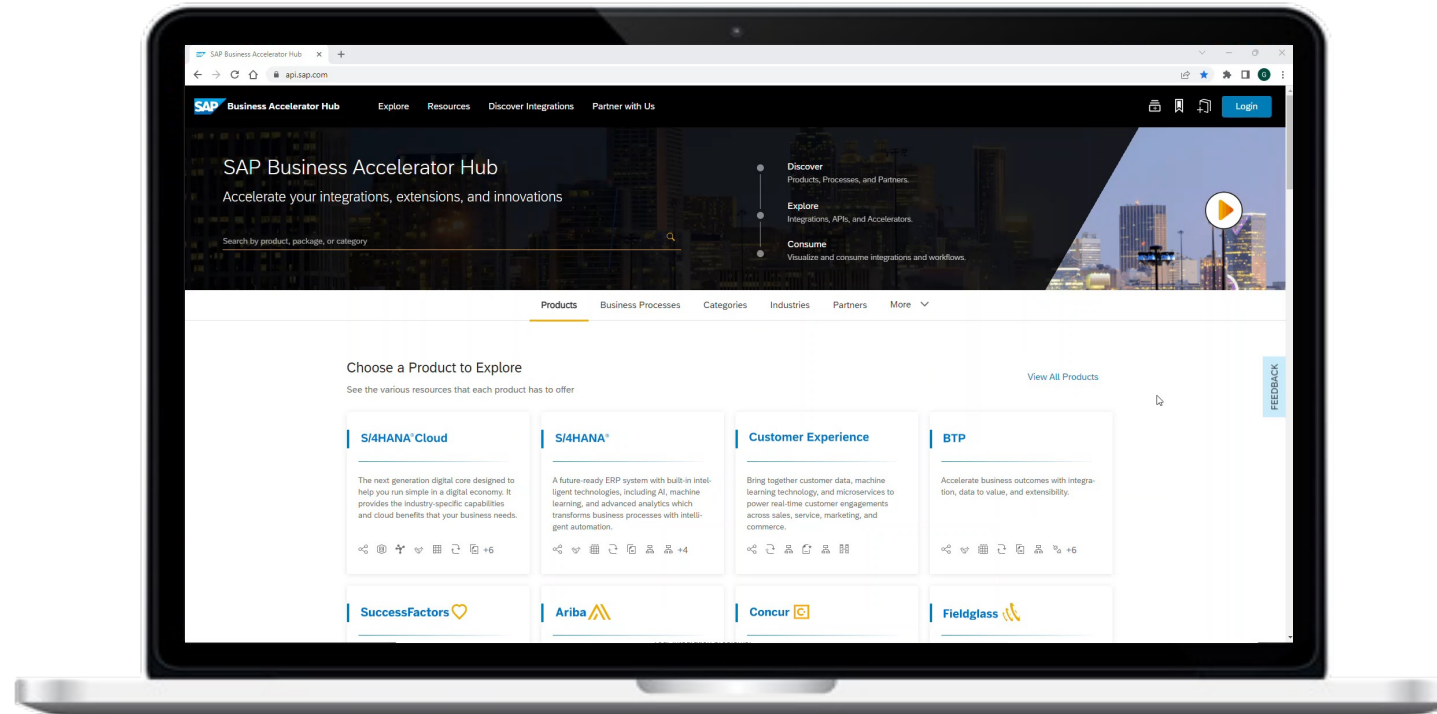
## Background

Customers require harmonized and commonly used data objects across various SAP LoB solutions.

## SAP Offers

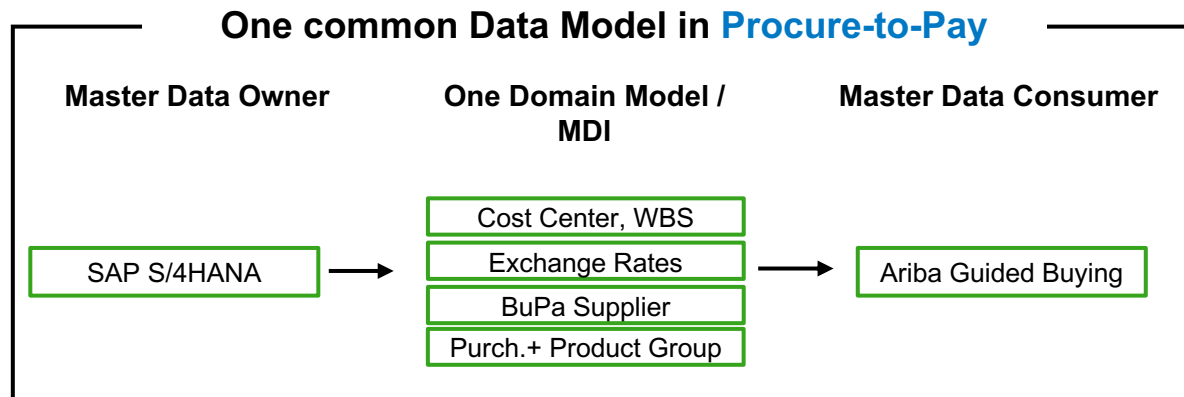
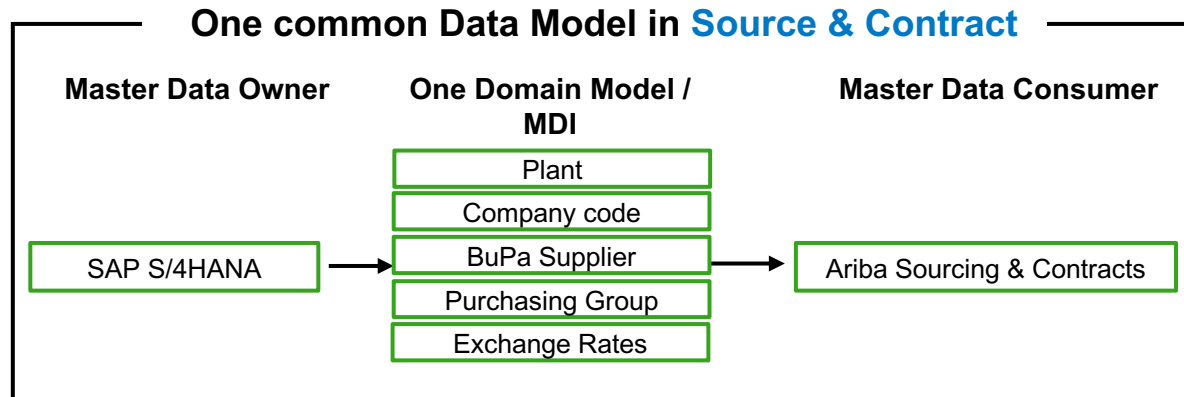
Aligned domain models used by SAP applications to synchronize business objects with common attributes relying on common semantics, thereby reducing SAP-to-SAP integration efforts for master data objects used in the end-to-end processes.

# SAP Business Accelerator Hub - Marketplace to accelerate the customer's journey to value



**Business accelerator for discovering APIs, events, and integrations but also business processes, CDS views, and SAP Build content**

# Aligned domain models & integration content **Benefits**



One Domain Model/MDI above are just part of the complete list

## **Business Benefits**

- Harmonized master data drive data consistency and quality across solution landscape
- Power end-to-end business processes by data semantics
- Empower data-driven decision-support

## **Technology Benefits**

- Enable out of the box SAP-to-SAP integration
- Reduce IT costs



Source to Pay  
BUSINESS PROCESS INTEGRATION

# Embedded and Cross-Product Analytics

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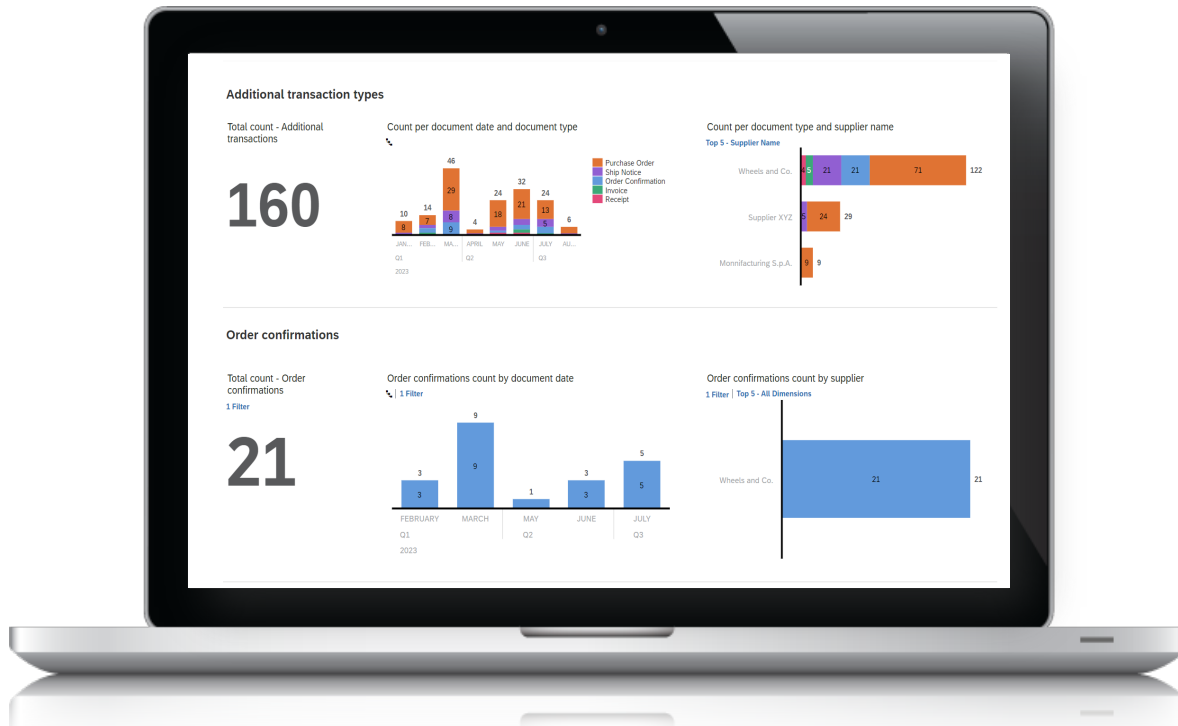
# Embedded and Cross-Product Analytics Benefits



## Business Benefits

- Out of the box and real time SAC-based app based analytic insights such as EU dashboard, sourcing efficiency, savings, event analysis, etc.
- Prebuilt content across key performance indicators that leverage the power of data within the applications
- Secure, enriched, intelligent repository
- Improved visualizations reduce time to action

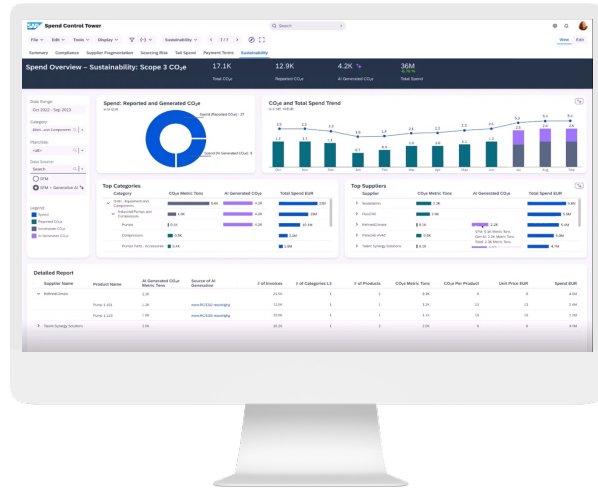
# Embedded and Cross-Product Analytics **Benefits**



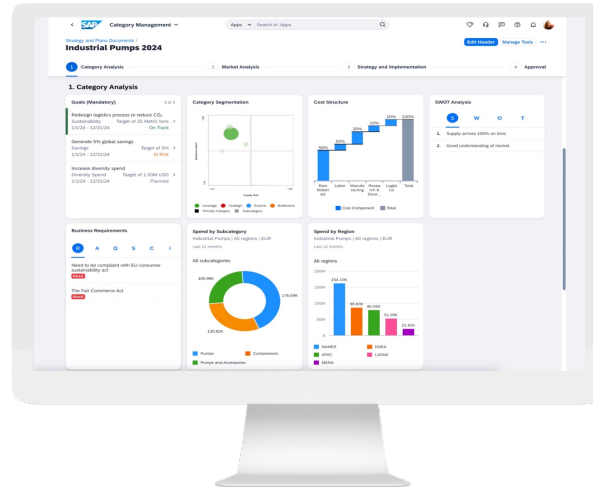
## Business Benefits

- Easy and quick access to buyer analytics based on transactional data within SAP Business Network for procurement and supply chain
- Self-service enablement based on out of the box analytical content
- Filter and sort your analytical data based on supplier, region, commodity and analyze trends

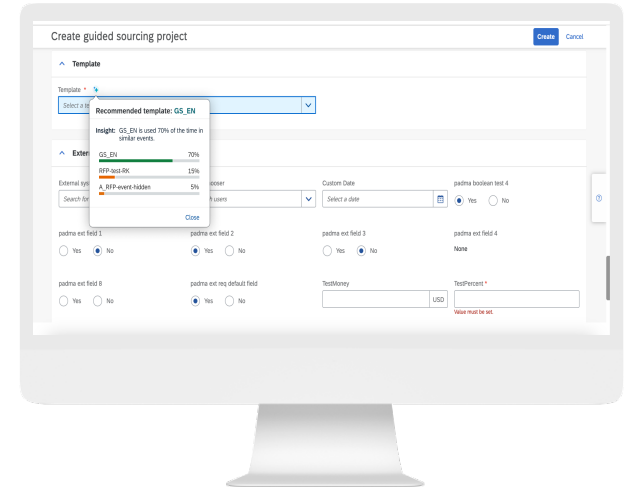
# Embedded and Cross-Product Analytics Others



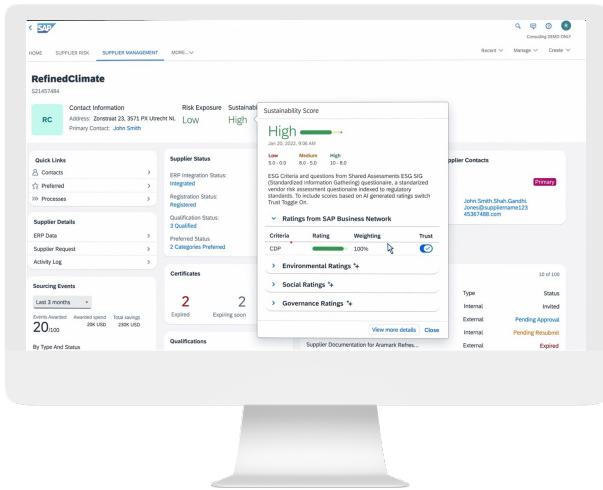
SAP Spend Control Tower



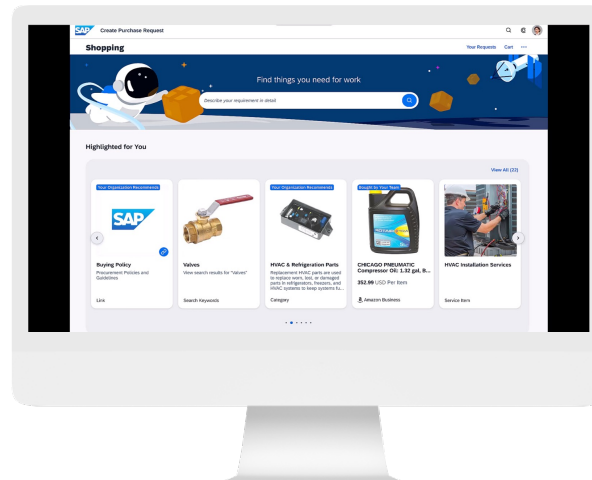
SAP Ariba Category Management



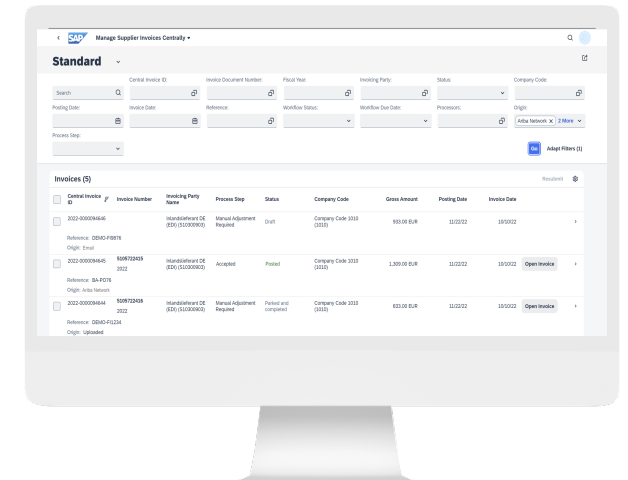
Guided sourcing capability for SAP Ariba Sourcing



Supplier 360



SAP Ariba Buying, buying 360 capability



SAP Ariba Central Invoice Management



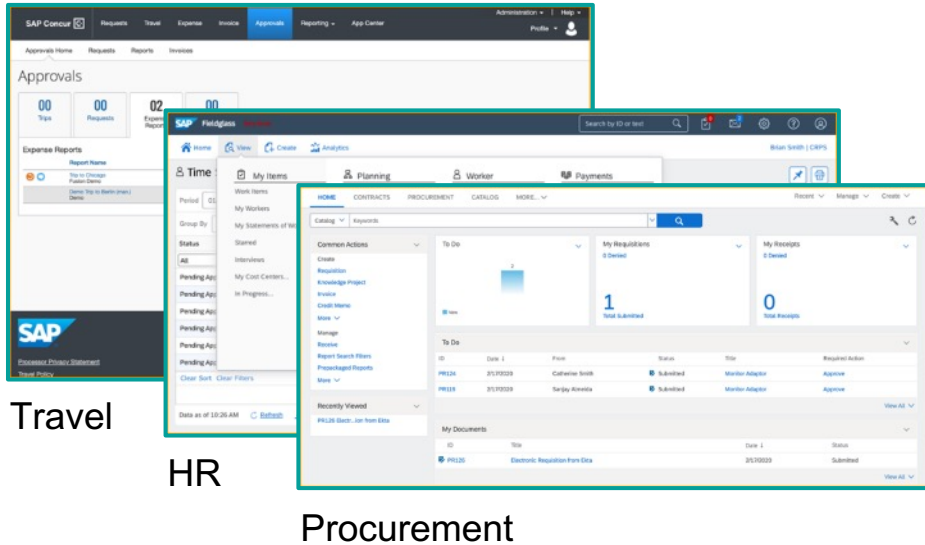
Source to Pay  
BUSINESS PROCESS INTEGRATION

# One Workflow Inbox

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# One Workflow Inbox Benefits



Travel

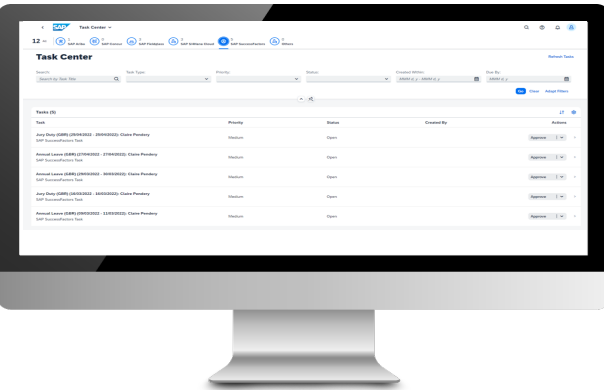
HR

Procurement

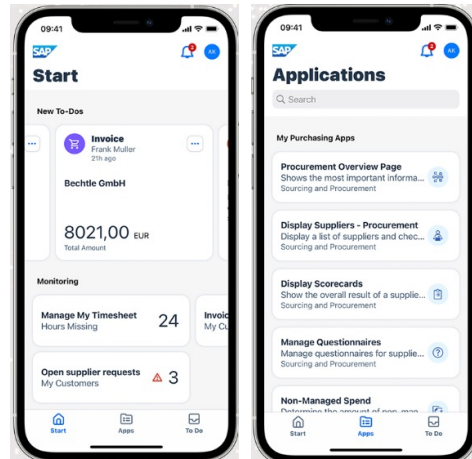


## Business Benefits

- Reduce the time spent by users navigating through various systems, improve the approval or completion time for critical items
- Improve the quality and consistency of approvals
- Enable smart decisions through the infusion of contextual data and insights in the approval process
- Approvals across Procurement Solutions, such as
  - S/4HANA: Purchase Requisitions, Supplier Invoice, Quotation
  - Ariba Sourcing: Sourcing Request to create Sourcing project, Sourcing Project - Approval to Publish Sourcing Event, Approval to Award Sourcing Event
  - Ariba Guided Buying: Purchase Requisitions and Invoices



Public



# 04 Next steps

# Key Takeaways – Your streamlined process

## Source to Pay

1

Choose both, “best of breed” and “best of suite” with SAP source to pay and **achieve spend visibility to all spend**, across your own organization and the supply chain. It brings digital accuracy and efficiency to you, in order to **ensure** that every **spend decision** fuels your **business strategy**.

2

By integrating finance, procurement and supply chain functions, SAP source to pay enables you to **infuse risk management and sustainable innovation** along the end-to-end process. As well as **accelerating cost savings** by providing full transparency and **embedding category management** into sourcing execution.

3

SAP Suite qualities are built on **industry best practices** and standards, ensuring that you can adopt **standardized processes** and **workflows**. This standardization helps in **reducing errors**, and **improving overall efficiency**.

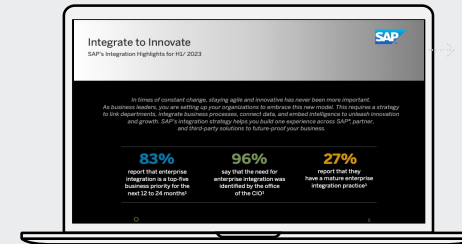


# Questions?

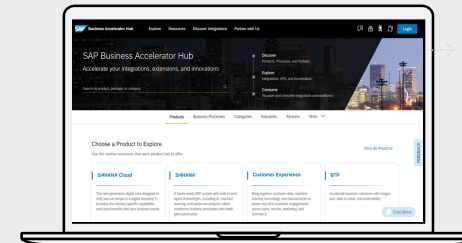


- 1** Do you use software in a truly integrated way?
- 2** Do you really offer a seamless, personalized experience?
- 3** Are you really ready for leveraging AI?

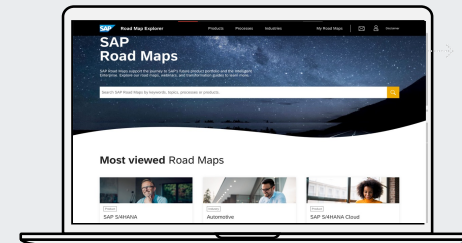
# Useful resources



[Integration Whitepaper](#)



[Business Processes](#)



[Roadmap for Source to Pay](#)

# Your next steps

**1** Recognize key benefits to maximize from Source to Pay software usage.

**2** Check out the links and define your specific scenarios:  
[SAP Signavio Process Insights, Discovery Edition](#)  
[SAP Customer Evolution Kit for Source to Pay](#)

**3** Reach out to your SAP contact to discuss an individual assessment for your business processes.  
Alternatively send a mail to  
[SAP Business Performance@sap.com](mailto:SAP_Business_Performance@sap.com)

Find the recordings of previous sessions here:

- [Lead to Cash](#)
- [Recruit to Retire](#)
- [Design to Operate](#)





# Thank you.

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