



Digital Transformation in Procurement and Finance

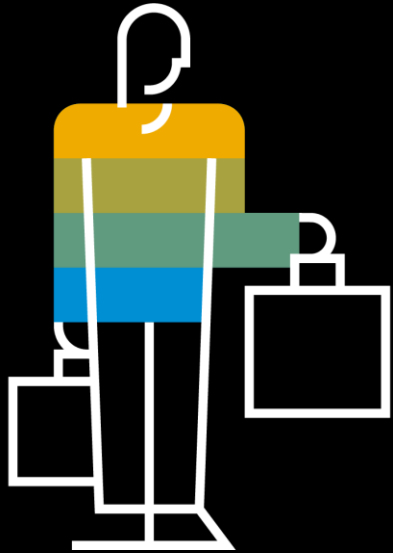
Why is a collaboration essential

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March 10, 2021

PUBLIC

What I hear from **Customers!**

Procurement



Really?

I have negotiated early payment discounts but can't realize them.

Not my problem.

Did we receive the invoice for my PO?

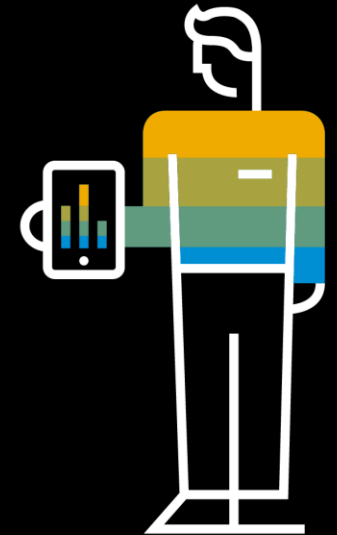
We have thousands of invoices without POs

Well it takes at least 3 weeks to approve an invoice!

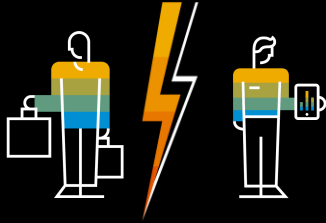
All the accounts in the POs are wrong.

Let me check my emails.

Finance



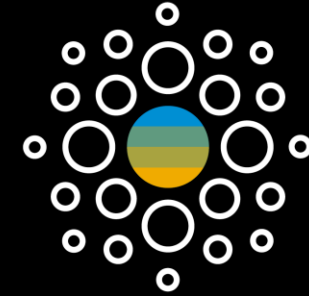
What are the reasons for those **Challenges**?



Missing organizational alignment

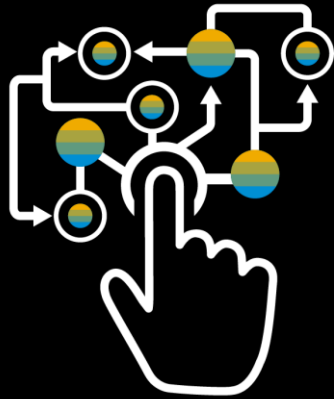


Complex processes without E2E system support



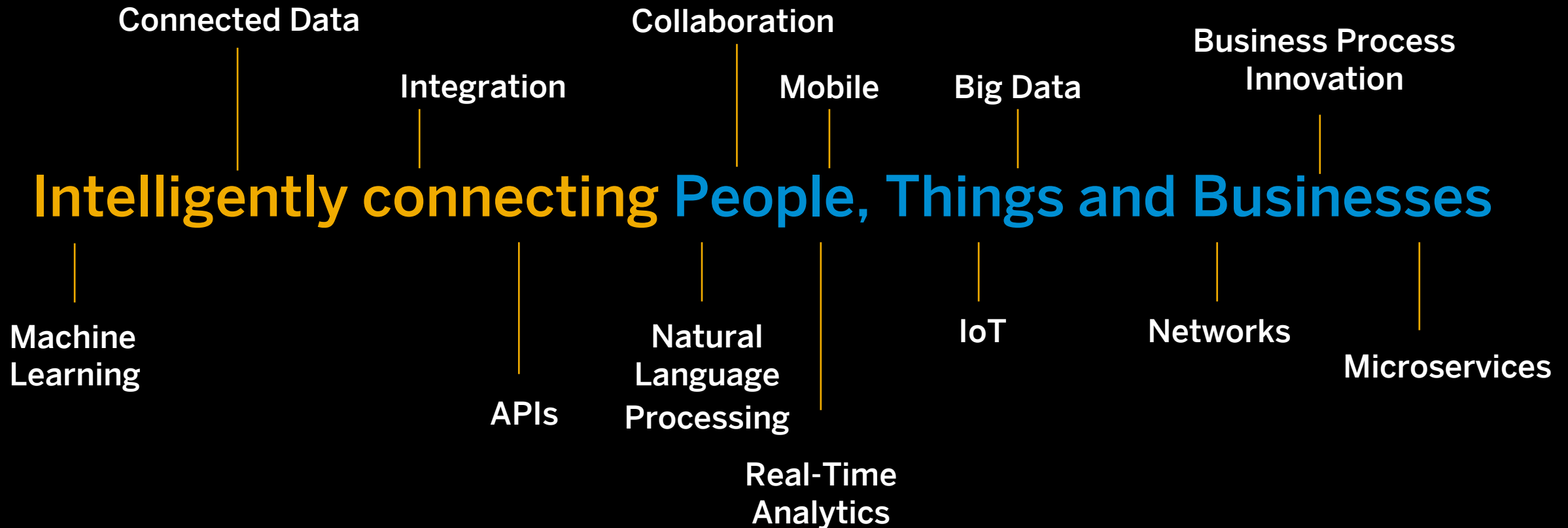
Disconnected collaboration

What is **The Answer?**



Digitalization

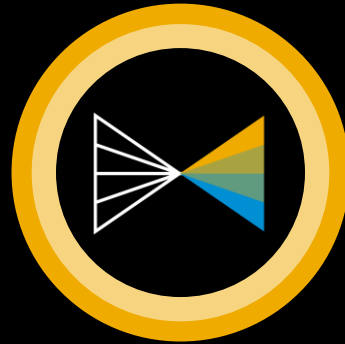
What does Digitalization mean for **SAP**?



How does SAP enable **Digitalization**?



**Intuitive and holistic
P2P Systems**



End to End Integration



Networked Collaboration

Why is that **Important?**



**Intuitive and holistic
P2P Systems**



Increase user acceptance



End to End Integration



**Create visibility and
actionability across processes**



Networked Collaboration

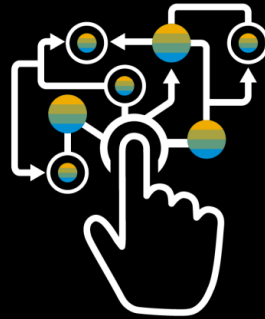


**Make your suppliers part of
your digital journey**

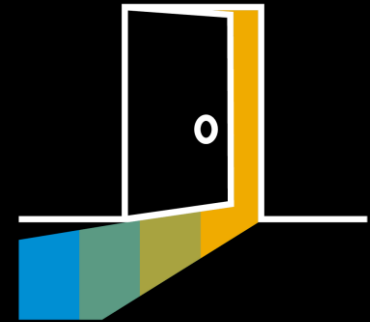
What are the **Benefits?**



Compliance



Automation



**Activate untouched
potentials**

Let`s have a look on some **Data!**

1 in 3

companies use phone, email, and spreadsheets as their primary means of collaborating

2/5

of execs say most/all of their procurement processes are manual

67%

lower PO processing cost for organizations that use an integrated platform

3x

more discount savings for organizations where invoices are routed through a supplier portal/network

| | Metric | Laggard (Bottom 25%) | Average | Best in Class (Top 25%) |
|------------------|--|----------------------|---------|-------------------------|
| Procurement | 1 POs per Operational Procurement FTE | ← 1332 | | 10721 → |
| | 2 Maverick Spend % | ← 20% | | 4,5% → |
| | 3 % of PO Line Count associated with Catalog | ← 29,55% | | 89,9% → |
| Requisition | 4 Avg Time Spent by Requester to manage 1 PR (in min) | ← 24 | | 4 → |
| | 5 Avg. Requisition to Order Cycle Time (in days) | ← 1,7 | | 0,2 → |
| Accounts Payable | 6 % of Electronic Invoices (EDI, WebEDI, Network; (email pdf invoice are not considered electronic)) | ← 9% | | 69% → |
| | 7 Invoices per AP FTE | ← 5958 | | 24371 → |
| | 8 Average Invoice Approval Days | ← 15 | | 4 → |
| | 9 Total Touchless Supplier Invoices (in %) | ← 12% | | 64% → |

Call to **Action!**



1. **Talk to each other**
2. **Define a common End-to-End Digitalization Strategy**
3. **Get in touch with your trusted SAP Advisor** 😊
4. **Realize the full potential of Digitalization**



Nice Give Aways

Agile Procurement Insights Research Reports



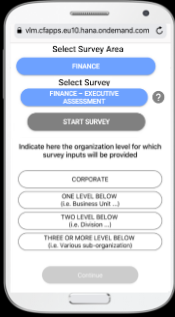
[Procurement Insights Research | SAP Ariba](#)

Next Generation Benchmarking Powered by SAP - **Start Now!**

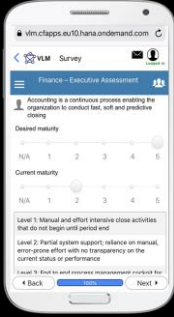
Here's a Simple 4-Step Process



1. Access



2. Profile Information



3. Data Collection & Validation



4. Get Results



[VLM SAP \(ondemand.com\)](#)

Thank you.

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