



How Procurement Leaders Can Plan for the Future

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PUBLIC

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Agenda

1. Collaboration via Systems
2. Analytics and Big Data
3. Networked Economy
4. Culture of Adoption

Collaboration via Systems

Collaboration moves to integrated systems

- Many customers are stuck on disconnected manual processes
 - Email
 - Excel
 - Etc
- SAP answer: the Business Network
 - Real time status of documents/processes
 - In App messaging
 - Theory crafting: hashtags to associate email, tweets, Teams, Slack, et al

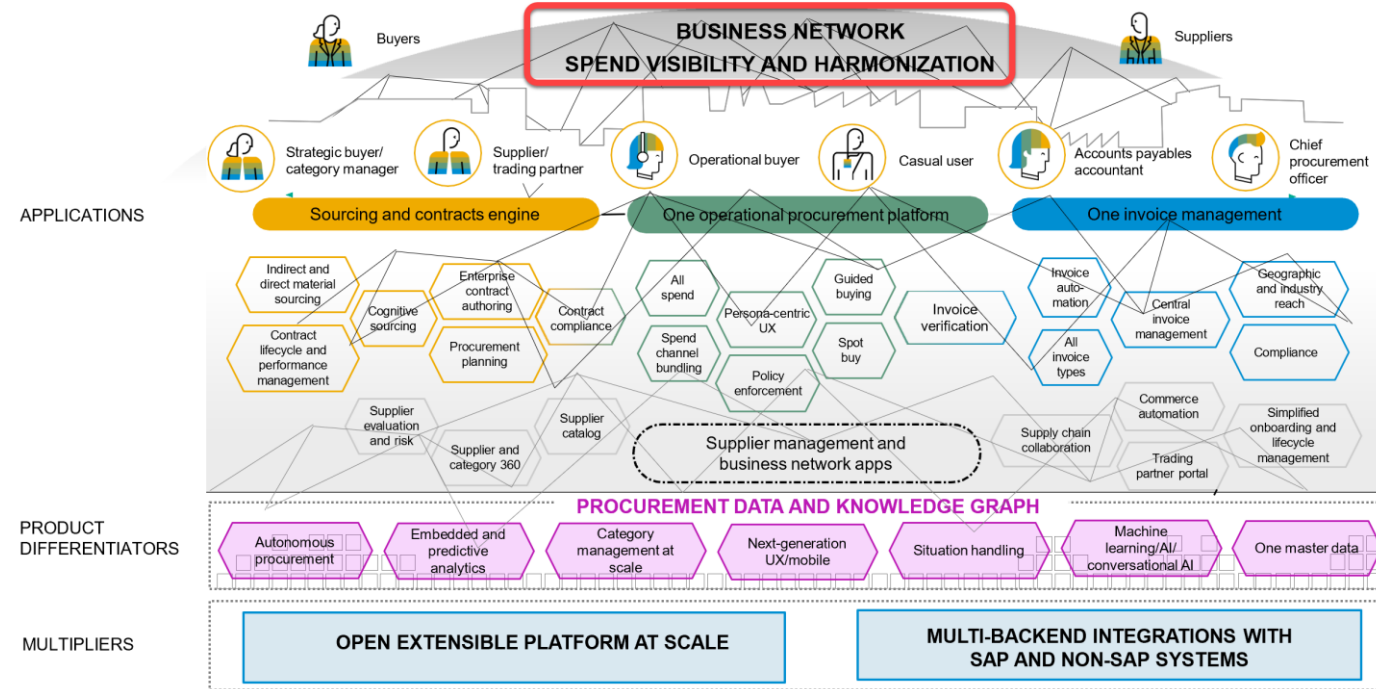
The screenshot displays the SAP Business Network interface for a specific request. At the top, the request is identified as 'C200-V4-R17 - XPS Notebook' with a status of 'Ordered'. Below this, a message states: 'These are the details of the request you selected. Depending on its status, you can edit, change, copy, cancel, or submit the request for [More](#)'. A row of action buttons is provided: 'Change', 'Cancel', 'Receive', 'Print', and 'Create Advance Payment' (with a dropdown arrow). A navigation bar below the buttons contains tabs for 'Summary', 'Approval Flow', 'Receipts', 'Invoices', 'Payments', 'Messages' (which is currently selected), and 'History'. The main content area shows a conversation thread. The first message is from 'Stratus IT' (indicated by an orange circle with 'SI') dated '09/14/2021 at 12:22AM', with the subject 'delivery question' and the text 'Do you need all of these delivered at the same time...'. The second message is also from 'Stratus IT' (orange circle with 'SI') dated '09/14/2021 at 12:22AM', with the text 'Do you need all of these delivered at the same time? We can fulfill faster if we ship from various warehouses across the region, but that means staggered delivery.'

Networked Economy

Everything becomes connected

- Interconnected, interoperable
 - Consolidation of SAP networks
 - Connecting to other networked systems
- API first ecosystems
 - API strategy is a must have, platform, strategy, speed
- Built for flexibility and extensibility
 - Differentiating business processes
 - Localization

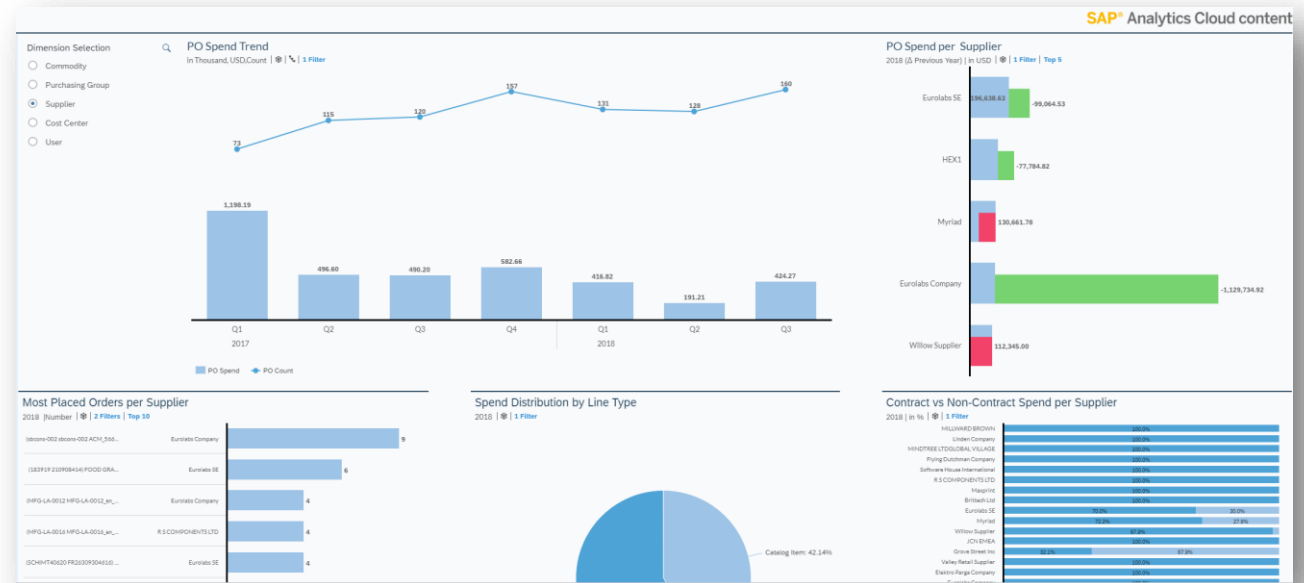
SAP Procurement North Star



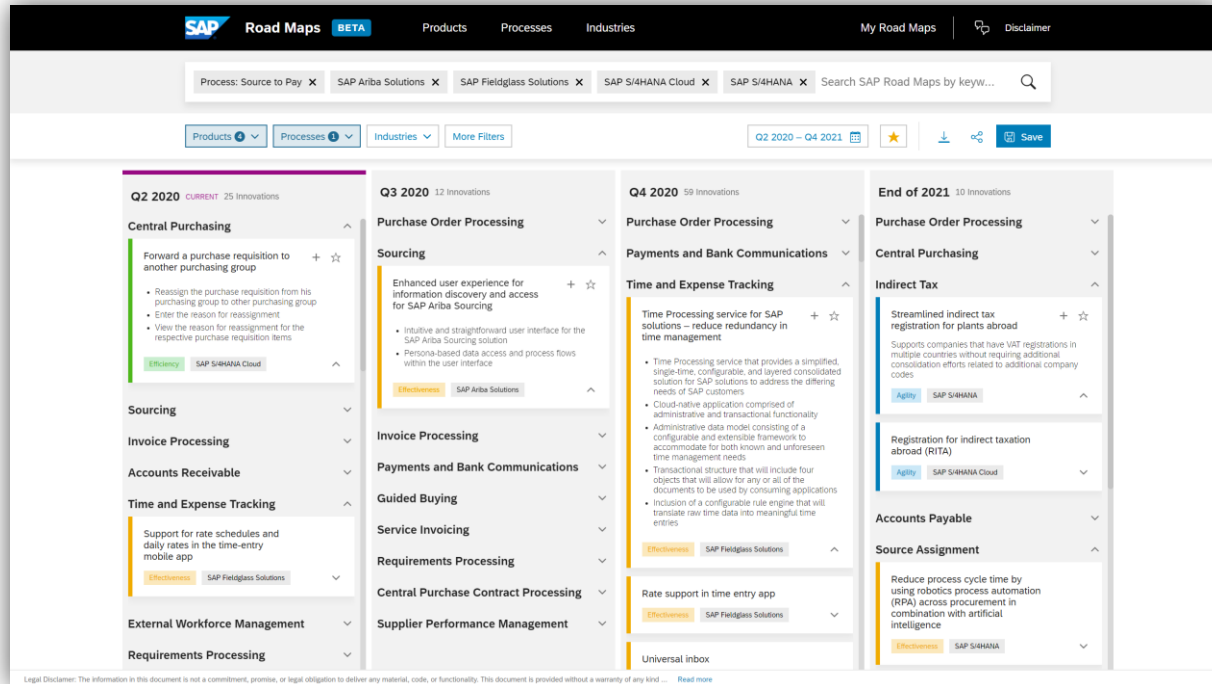
Analytics and Big Data Take Over

Analytics Embedded Everywhere

- Clean Data
 - Always a challenge
 - Becoming more as data moves center stage
 - Fuels AI/ML scenarios
- Benchmarking
 - Utilize vast network data to provide insight
 - Benchmark pricing across relevant customers
 - Combine with shipping info for carbon footprint insights
- Intelligent Features
 - Possible delivery disruptions based on severe weather or geopolitical events
 - Sourcing suggestions based on benchmarks



Culture of Adoption



Culture of Adoption is culture of change

Speed of innovation is increasing

- Customers need a continuous improvement/continuous adoption program
 - Monitor readiness content and roadmap
 - Determine which features are important for your business
 - Connection with IT to leverage APIs, extensions, integrations

Thank you.

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