



Digital Procurement Transformation with SAP BTP

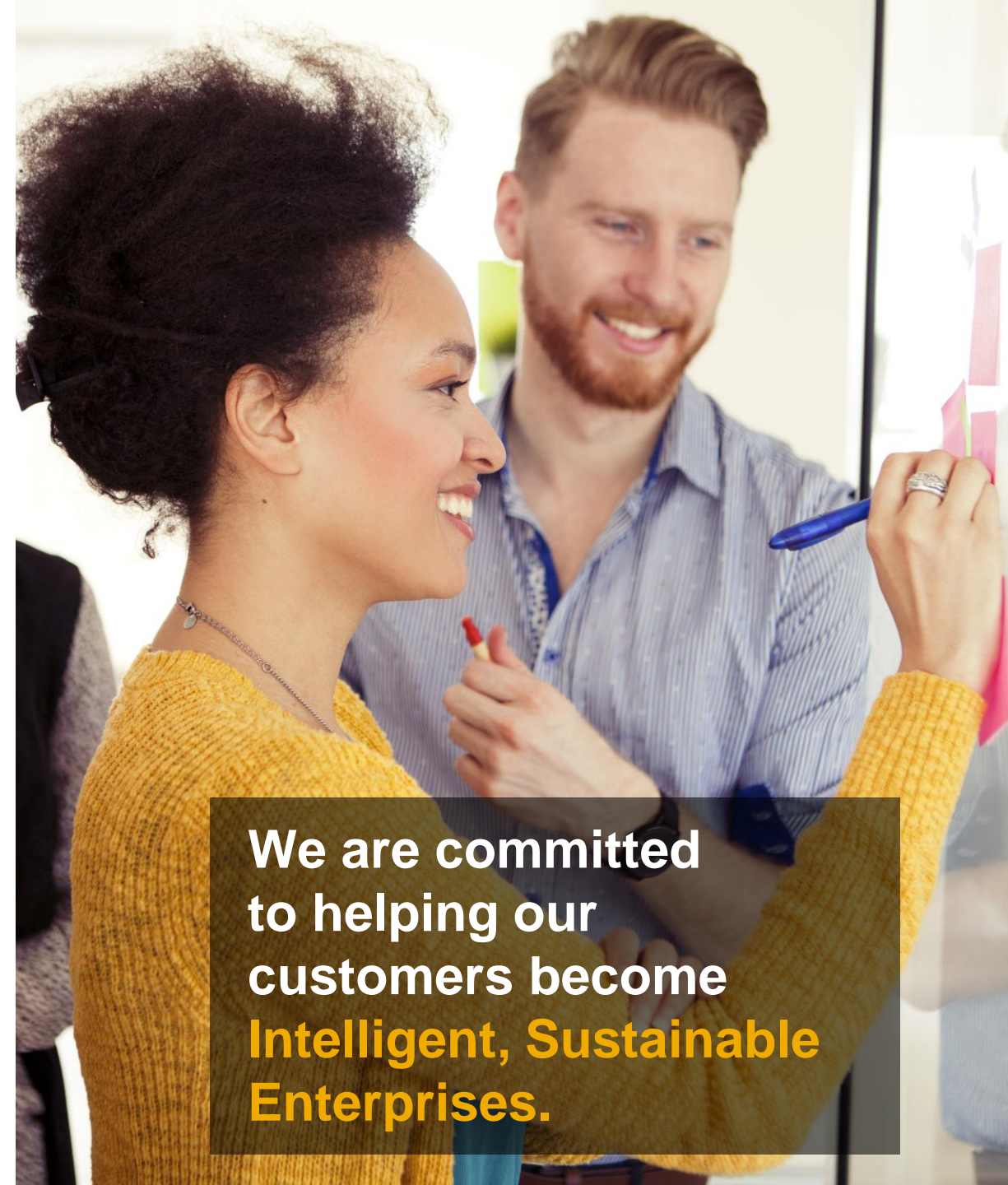
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SAP and Customers

What we will cover

- What is the SAP Business Technology Platform (SAP BTP)
- What is the value of SAP BTP for Procurement
- How to innovate faster and realise value for business
- Customer win themes
- Further information

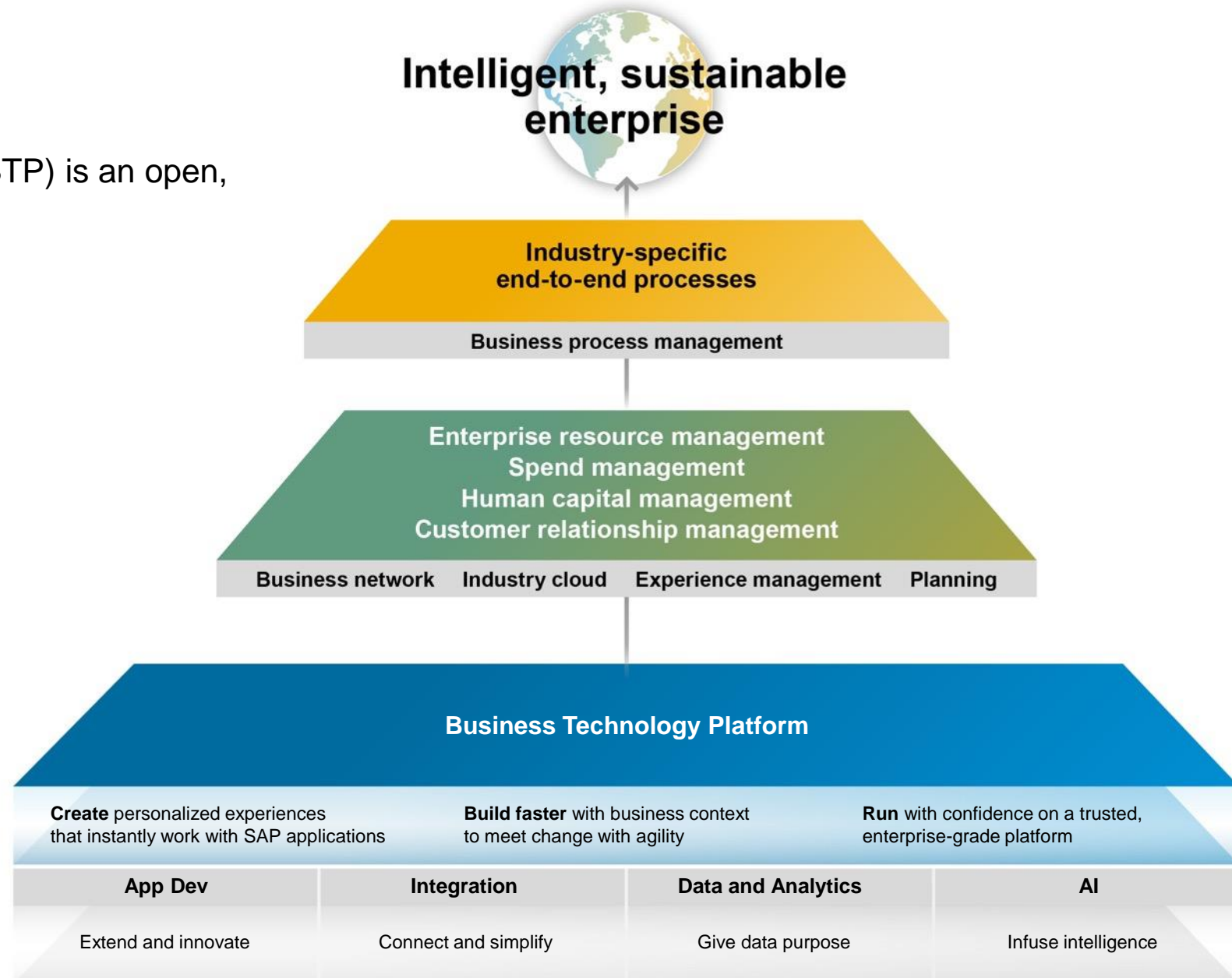


**We are committed
to helping our
customers become
Intelligent, Sustainable
Enterprises.**

What is SAP BTP?

SAP Business Technology Platform (SAP BTP) is an open, integrated, business-centric platform:

- **Brings together all the critical areas of technology** needed to accelerate business innovation: application development, integration, data, analytics and planning, and artificial intelligence
- Focuses on solving business needs and delivering outcomes by **creating personalized experiences**
- Builds **business content faster** to meet change with agility, and **running with confidence** on a trusted, enterprise-grade platform



Today's challenges facing procurement teams

"Our disparate and manual processes **limit spend visibility** and make it hard to drive compliance and secure advantageous contracts"

"How do we unify our source to pay platform to bring **buyers, suppliers and shared services together?**"

"We need **greater spend transparency** that helps increase savings, cash flow, and operating performance"

"We need **robust, flexible spend analytics** that enable total spend visibility across regions and business units"



"How can spend compliance be **built into every transaction?**"

"We need lean, automated, and integrated workflows that **speed up approvals and increase productivity**"

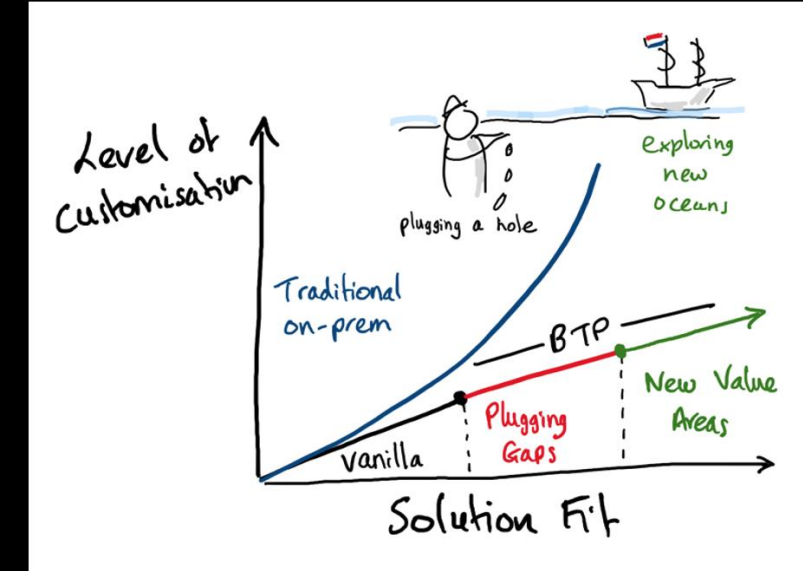
"How do we **track business case metrics** with operational procurement data?"

"Is there a **better way of doing Should Cost modelling** in place manual efforts using MS Excel?"

What does SAP BTP bring to procurement?

- Helps fulfill the critical expectation among chief procurement officers (CPOs) that the technology they adopt must be at least a 95% functional fit
- Uniquely provides a full suite of platform technologies to accelerate development and deployment with specialized capabilities
- SAP ISBN delivers on the promise to build more effective spend management for our customers and SAP BTP strengthens the impact of our solutions
- Enables customers to transform procurement processes to make leading practices a reality, and not just fill gaps in solution capabilities (e.g. predictive analytics embedded in procurement workflows)

Dear Customer,



How to innovate faster and realize value for business

SAP BTP provides outcomes across three main customer scenarios:

Real-Time Analytics

Create advanced insights and decide with confidence



Access to reliable data and in real-time allows procurement functions to be more agile in developing strategies e.g automatic classification of spend

Extensibility

Ensure rapid and continuous innovation



True procurement transformation involves extending current processes and personalizing buying experiences e.g digitize Should Cost modelling

Integration

Achieve integrated business processes



To fully benefit from business intelligence, data in source-to-pay IT landscape and business processes must be integrated e.g integrated workflows across different processes and systems for source to pay

Value drivers for customers

SAP BTP enables organisations to integrate, extend, and build data to value at scale across spending activity whilst realising the potential of existing investments, expertise, and supplier network.



Process Area	SAP's Value Proposition	Value Drivers
Real-Time Analytics	<ul style="list-style-type: none">▪ Answer procurement questions quickly with easy, self-service data exploration for spend and transaction management▪ Quickly track key metrics by combining SAP Analytics Cloud with the SAP Data Warehouse Cloud solution▪ Enhance spend and transaction data and prepare it for analysis	<ul style="list-style-type: none">▪ Improve benefits tracking and realisation▪ Provide real-time insights for spend and transaction data▪ Enhance committed spend reporting with more accurate accruals
Extensibility	<ul style="list-style-type: none">▪ Develop add-ons with the same tools used for SAP applications▪ Automate and create new business processes to enhance the buyer experience▪ Create an experience that offers procurement users an array of options	<ul style="list-style-type: none">▪ Improve user experience and productivity of buyers▪ Empower buyers through improved workflows▪ Drive specific procurement performance through tailored solutions
Integration	<ul style="list-style-type: none">▪ Link critical data and processes to external sources and third-party systems▪ Integrate across SAP spend management solutions to efficiently manage cost and financial information▪ Enable deep out-of-the box integration, easy extension, and consistent APIs across source to pay processes	<ul style="list-style-type: none">▪ Improve user experience and productivity of buyers▪ Enable integration to provide real-time analysis and insights for buyers to action▪ Simplify sourcing and buying with intelligent workflows

Customer win themes

Enable new dashboarding and reporting experiences

Challenges and Opportunities

- Complex supply chain with direct suppliers having own network of suppliers
- Crucial to ensure integrity in supply chain, using Supplier Code of Conduct and regular business reviews with key suppliers.
- Need state of the art solution to help drive toward ethical supply chain and procurement journey

Solution Scope

- SAP Data Warehouse Cloud
- SAP Qualtrics
- SAP Strategic Sourcing Suite
- SAP Supplier Risk
- SAP Analytics Cloud

Value-Driven Results

- Improved contract management and supplier management
- Improved dashboard and reporting experience
- Rich analytics and insights into various business processes (smart insights) provided by SAC
- Integrated data across multiple systems through DWC



Customer Win Theme

Should cost modelling

Challenges and Opportunities

- Customer doing Should Cost analysis in MS Excel with various data sources from both SAP and non-SAP
- Looking for a more effective and accurate way for the analysis
- Need to leverage technology for guided negotiation and gaining insights to ensure prices in-line with market price index and with right price discovered using cost driver trends

Solution Scope

- SAP Ariba Source to Contract Suite
- SAP Ariba Supplier Risk
- SAP Signature Management by DocuSign
- SAP Analytics Cloud
- SAP Ariba Sourcing
- SAP HANA Cloud • SAP Analytics Cloud for BI
- SAP Process Automation
- SAP Extension Suite (Launchpad with Workflow)

Value-Driven Results

- Derive further insight from the supplier bids with the digital sourcing process
- Variance Analysis, Dynamic Forecasting capabilities, Drag and Drop and Conversational Analytics
- Visualize and analyze the various factors for Should Cost and Root Cause analysis on historic data
Allows creation of what-if simulation
- Leverage Machine Learning and Advanced Predictive Capabilities to improve model accuracy



Customer win themes

A portal that would support both customers and suppliers

Challenges and Opportunities

- Unique operating model compared to most procurement organisations with both customers and suppliers
- Effectively operate like a BPO operation and provide shared service support
- Require not just a source to contract application but also a portal that would support both customers and suppliers

Solution Scope

- SAP Sourcing Suite
- SAP Supplier Risk
- SAP Signature Management by DocuSign
- SAP Analytics Cloud

Value-Driven Results

- SAP BTP enabled SAP Ariba team to provide a solution outside of the core functionality
- Customer portal which provides an entry point into all the provided services
- Reporting and dashboards for the CPO to gain better visibility to help win more business
- Ability to connect and collaborate with 3rd party solutions seamlessly



Further information

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Review the BTP for Procurement Point of View document

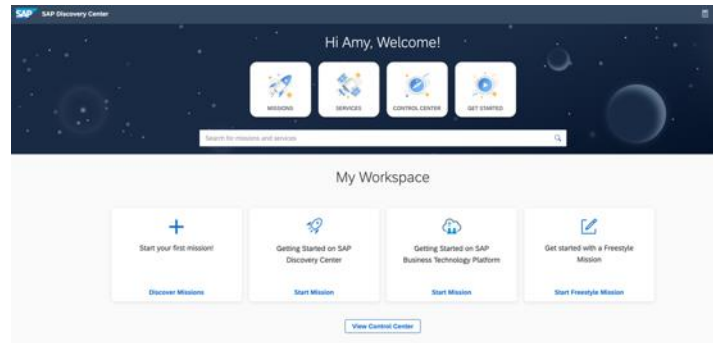
[SAP BTP for Procurement POV](#)



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Check out SAP Discovery Centre and BTP@SAP.com content

[SAP Discovery Center](#)



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Reach out for any questions or queries

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Thank you.

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